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Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Telecommunications Technical Officers of the National Air Traffic Control Services of the Board of Trade are co-operating with Plessey Radar engineers in the installation of 'Digitrace' bright display systems at the new London Air Traffic Control Centre at West Drayton, Middlesex. This is part of the 'Mediator' plan (see Supplement on 'The Control of Air Traffic over Britain in this issue). The control suite shown embodies the 'Digitrace' scan conversion equipment which, in addition to its prime facility of showing the movement of aircraft, allows the control room staff to work in normal daylight conditions as against semi-darkness in which they worked previously. Plessey Radar Limited of Addlestone, Surrey, manufacturers of 'Digitrace' are leading world exporters of complete radar systems for air traffic control, defence, naval, meteorological and space communications purposes.

LATE ANNOUNCEMENTS

Lord Brown visiting Stockholm

Lord Brown, Minister of State at the Board of Trade with special responsibility for export promotion, is visiting Stockholm today and tomorrow (April 15 and 16) for meetings with Swedish industrialists, British business men resident in Sweden and important representatives of British firms trading with Sweden.

While he is in Stockholm, he will visit three showrooms which are displaying a wide range of motor cars from British Leyland Motor Corporation, Ford of Britain and Vauxhall Motors. British cars will be on display in many leading showrooms in Stockholm, Gothenburg and Malmo during British Motor Week in Sweden (April 10 to 19). Special promotions such as motor cavalcades are being held.

Note.

In 1969, British car exports (excluding accessories) to Sweden amounted to £7.5 million. Total exports to Sweden were £301.2 million.

UK/USSR Air Services Agreement of 1957: Supplementary Protocol

As the journal went to Press on April 13, a Supplementary Protocol to the UK/USSR Air Services Agreement of 1957 was expected to be signed in the Foreign and Commonwealth Office by M. Evgeny Fedorovich Loginov, the Soviet Minister of Civil Aviation, on behalf of the USSR and by Mr. Roy Mason President of the Board of Trade and Lord Chalfont, Minister of State for Foreign and Commonwealth Affairs, on behalf of the United Kingdom.

The Protocol will give BOAC rights on the route London-Moscow-Tokyo flying over Siberia. For the USSR the main rights to be given by the United Kingdom will be the right for aeroflot to fly across the Atlantic via London.

The trans-Siberian rights, which cut off some 1,200 miles on the route to Tokyo, are very important for BOAC and keenly sought after by their competitors. BOAC anticipate that the revenue on this route will increase rapidly with the growth of the Japanese market. They anticipate starting services across Siberia in June of this year.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months

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Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	11 Mar. 1970
UK balance of payments (Q)	11 Mar. 1970
Bankruptcy orders (Q)	18 Feb. 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 April 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	This week
Chemicals industry (Q)	28 Jan. 1970
Companies:	
Acquisitions and mergers (Q)	5 Feb. 1970
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	1 April 1970
Computers:	
UK computer market (Q)	4 Feb. 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	This week
International trade credit (A)	This week
Electronics industry:	
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Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	25 Mar. 1970
ECGD business (Q)	11 Mar. 1970
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	1 April 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	This week
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Industrial countries trade and production (Q)	4 Feb. 1970
Foreign trade of the UK:	
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Unit value and volume index nos. (M)	25 Mar. 1970
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Value of overseas trade: analysis of trends (Q)	11 Mar. 1970
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Assets and liabilities of finance houses (Q)	18 Feb. 1970
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Industrial development certificates refused (A)	9 July 1969
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Assets (A)	30 July 1969
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Volume of production (M)	8 April 1970
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Office development permits (Q)	4 Mar. 1970
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	1 April 1970
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Distributive and service trades (A)	7 Mar. 1969
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Manufacturing industry. Census of production (A)	31 Dec. 1969
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Television:	
Overseas payments and earnings (A)	5 Nov. 1969
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Cotton production (M)	25 Mar. 1970
Wholesale houses sales (M)	18 Mar. 1970
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International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	4 Mar. 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	18 Mar. 1970

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Board of Trade addresses	18 Feb. 1970
Board of Trade Regional Organization	18 Mar. 1970
British Commercial representatives overseas	14 Jan. 1970
Customs notices of interest to exporters	4 Mar. 1970
Directory of Board of Trade Departments and their work	8 April 1970
ECGD local offices	25 Feb. 1970
Half-yearly index - July-Dec. 1969	18 Feb. 1970
Official Receiver's offices	21 June 1969
Programme of trade promotions	11 Mar. 1970

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

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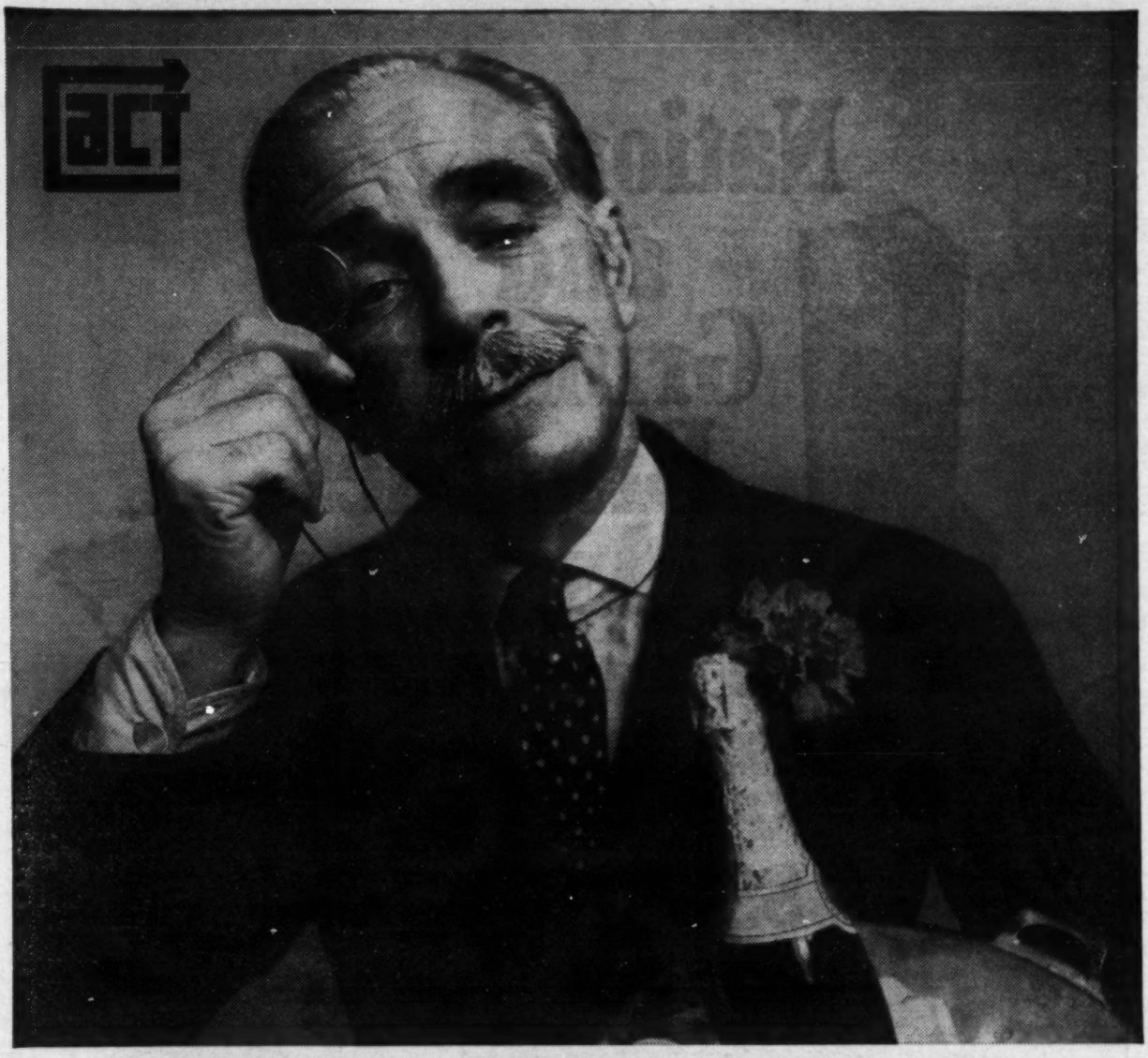

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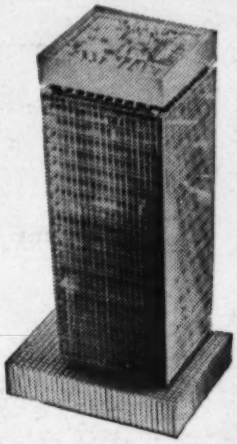

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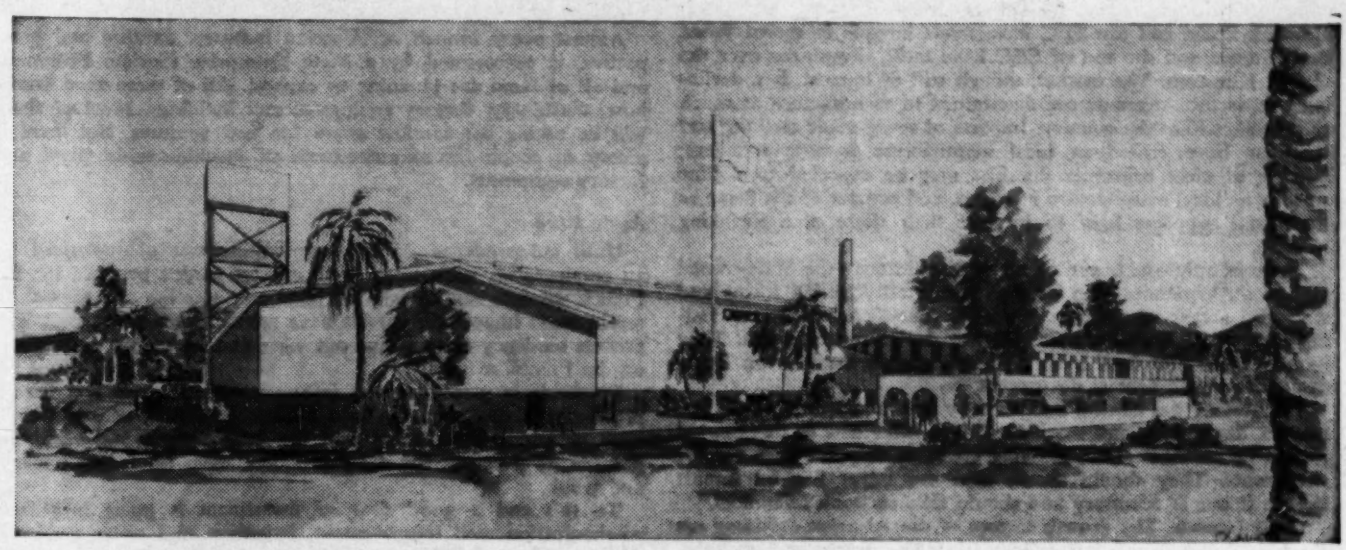
Algeria—prospects and problems

By Stanley Relton, First Secretary (Commercial), British Embassy, Algiers



An artist's impression of a paper mill being built in Algeria by John Mowlem and Co. Ltd. The contract was won by the Bertram/English-Electric/Mowlem consortium.

THE STRENGTH of Algeria's economy is likely to surprise anyone who thinks of the country as an ex-French colony which emerged into independence after a long and bloody war. The country has had a surplus on its balance of trade for the last three years and the Gross Domestic Product has risen from about £1,000 million in 1963 to something like £1,600 million in 1969. Most Algerians still live on, and from, the land but the exploitation of the oil and natural gas deposits in the Sahara has added a dynamic to the economy which is rapidly transforming it from a classical colonial type economy to a modern, industry-oriented one. Prudent and conservative financial management has meant that prices have remained remarkably stable over recent years (general price index 1965: 100, 1968: 101.4) and the careful husbanding of foreign exchange has resulted in the amassing of a comfortable US $500 million reserve, equivalent to about six months' imports.

The average income per head last year was about £135. But half of the population lives virtually outside the cash economy on incomes of little more than £40 a year and of the other half only the town dwellers (about two million) enjoy incomes even approaching Southern European standards, at about £300 a year average. But Algeria, when she left the French fold, opted for socialism and nearly 40 per cent of the GDP is spent or invested by the State. Individual purchasing power is not a reliable guide to the prospects of business. Collectively the Algerians are spending a great deal more on economic development than the above figures would suggest.

Philosophy of development

The Algerians are in a hurry. They are determined to lift the country by their own efforts straight into the 20th century: not for them the steady advance from agriculture through the development of light industry to the heavy industries and advanced science-based industries. They know that they could import almost all of the products they are planning to produce more cheaply than they can produce them. But they also perceive that the basis of prosperity (and power) in the modern world is technology and that a policy aimed simply at buying in the cheapest market would not get their economy moving in the direction and at the pace at which they aim. They are therefore using the income from their hydrocarbons to buy the technology. This means that they are less interested in the economics of production in the capitalist sense of the term, than in its technological content. When establishing a new industry the question they ask is not 'can we make this as cheaply as we can buy it abroad' but 'what technological spin-off do we get from it?'

This does not mean that Algerians are entirely disinterested in the price of the products. Though hydrocarbons will remain their most important export many of the industries to be established are planned to have a margin of capacity for export. Marginal costs have therefore to be taken into account. It is for this reason – in addition to psychological considerations of prestige – that, though unemployment is easily the country's most serious social problem, they always opt for the latest technology and for automation and capital – rather than labour-intensive techniques. This has import implications for British firms responding to Algerian invitations to tender for new industrial complexes or trying to sell them new ideas for industry.

(Continued on next page)

ALGERIA - PROSPECTS AND PROBLEMS, *continued*

A quarter of the State budget is being spent on education and 10 per cent of total investment is in education. By 1973 three-quarters of Algerian children aged 6 to 14 should be in school (this will entail the construction of 3,500 new classrooms and the training of 4,000 teachers) and the university population should double to 23,000.

Algeria is deliberately foregoing the jam which she could spread on her bread today for the sake of a lot more tomorrow.

The opportunities

Consumer goods. In 1968 Algeria imported about £50 million worth of food, drink and tobacco and about £60 million worth of consumer durables. The market is dominated by the French although Spain and the EEC have made inroads in recent years. Both France and the rest of EEC have tariff advantages over the United Kingdom. The market, though still of interest, is a declining one as the Algerians are determined to manufacture as much as possible within the country. Imports of ready-made clothing and footwear have ceased as local manufacture is now sufficient; imports of most consumer durables may be expected to decline steadily as local manufacture increases, and competition is fierce as traditional suppliers fight to increase their share of a shrinking market.

There is only one buyer of major significance – the State-owned Galleries Algeriènnes who have outlets in all Algerian towns and who also act as wholesalers. Galleries Algeriènnes insist on dealing direct with suppliers and will not deal through agents. They require 90 to 180 days credit and will not do business on letter-of-credit or cash against documents.

The rest of the market is shared by several hundred small importers, distributors and stockists. British firms new to this market should be cautious about granting credit or shipping cash against documents. They should ensure that the buyer has an import licence if one is necessary and should take up bank references.

Capital goods. The growth sectors of the Algerian economy are the heavy and manufacturing industries. The four year plan 1970-1973 devotes 50 per cent of investment funds or about £250 million a year to these sectors. Roughly a half of this is to be spent on the basic industries – hydrocarbons, petro-chemicals and metals.

The hydrocarbon and petro-chemical industries are largely under the control of the State Hydrocarbons Enterprise SONATRACH which, either directly or through its subsidiaries, is the main buyer of oil equipment. The greater part of its purchases is made by competitive tender – usually restricted to suppliers registered with them.

The Algerian State Company SNS has the monopoly of import and production of steel and the steel mill at El Hadjar has already started to produce pig-iron. The Russian-supplied steel making section should be in production in 1971. The first stage is for 450,000 tons a year with one converter; it is planned eventually to install two more converters. The rolling mills should eventually produce 625,000 tons of coil and 600,000 tons of cold-rolled products.

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The iron ore for the steel industry is produced by the State Mining Enterprise SONAREM who own and control virtually all mines and quarries. Many other minerals exist in unknown quantities in Algeria and SONAREM will be expanding as fast as new mineral deposits can be established and exploited.

The end product of the steel mills is destined both for a very wide range of light and medium industries and for export. The SONACOME (mechanical industry) plans to establish factories for the manufacture of agricultural tractors, diesel engines, agricultural tools and machinery, machine tools, motor cycles, cars and trucks. The highest possible local content is aimed at (70 to 80 per cent is the target) and the components and subsidiary factories present obvious opportunities.

The SONELEC (electrical industries) plans to manufacture, again with an ambitiously high local content, a range of electrical and electronic components running from transistors to heavy transformers.

Almost every branch of Algerian industry, existing and prospective, is represented by a State Enterprise (Société Nationale) and all of them are planning to expand. All of them need know-how, machinery, factory equipment and buildings. Most of them will be asking for turnkey offers for new ventures. But there is plenty of scope for manufacturers of machine tools, plant and factory equipment.

Agriculture

Until independence Algerian agriculture was characterized by an emphasis on wine, citrus, and market garden produce for the French market, and cereals for local consumption and export. In recent years imports of cereals have greatly exceeded exports. The present tendency is to phase out wine and so reduce dependence on the French market.

Emphasis is placed on the improvement of yields and labour productivity, diversification into other crops (beet, cotton) with a view to import-substitution and the improvement and rapid expansion of livestock for dairy products, meat (including poultry) and wool.

To this end a good deal of investment is going into farm mechanization, soil improvement, irrigation and water conservation, new seed varieties and animal husbandry. There are good opportunities in this sector for farm machinery, livestock, dairy equipment, irrigation equipment and consultancy work on hydrology, dams and water control in general.

Services

Consultants in every field of industrial and financial activity and from almost every industrially advanced country are already operating in Algeria. There is room for more as the four-year plan will make heavy demands on technical and managerial staff.

The problems

Algeria is not an easy market to operate in. Few people understand the English language or the British system of weights, measures and money, and British standards are virtually unknown. Some goods require import licences and some goods may be imported only by or with the 'visa' of, certain State Enterprises which have the monopoly of importation. There is a very rigid exchange control system and unless the regulations are meticulously followed it is impossible to obtain foreign currency with which to pay for goods imported. The financial authorities and Customs apply the rules to the letter and typing errors or small and apparently innocuous mistakes in invoices or documents can result in a refusal to release goods or long delays in payment. If goods are invoiced f.o.b. it is essential that the invoices for freight and insurance be presented to the Customs authorities for authentication when the goods are withdrawn from customs or it will not be possible to obtain foreign currency with which to pay for them. Import licences are normally valid for six months and they are not renewed. If careless documentation results in goods not being released by Customs before the expiry date of the licence a new licence must be applied for and there is no certainty that it will be granted. Meticulous care is necessary and mistakes can be very expensive indeed. All foreign transactions are in the hands of the State Banks. Partly from lack of experienced banking staff and partly because of the complexity and strictness of exchange

control procedures the transfer of exchange tends to be a lengthy business and delays of a month to six weeks between payment in Algeria and receipt by a London bank are by no means unusual. Algerian firms are most reluctant to do business on a letter-of-credit basis as Algerian banks debit their clients' accounts with the full amount of the letter immediately it is opened.

Reliable information about organizations in business both in the State and the private sectors is difficult to obtain. The State Enterprises do not publish accounts of any kind and there is no way of knowing whether they are making a profit or a loss; as they have access to State funds and cannot, by law, be bankrupted this is not of fundamental importance when doing business with them. Information on business in the private sector can be obtained through banking channels but it is essential that exporters should take the usual precautions until they have gained experience of their customers.

The Algerians are proud of the fact that they won their independence without outside assistance; in trade as in politics they insist that they will deal only with equals as equals and any other approach is self-defeating. Algeria is a market of great potential provided that British exporters are prepared to cultivate it seriously and with care. The natural energy and intelligence of its people backed by the oil and natural gas deposits in the Sahara, the unknown mineral deposits of the Atlas mountains region and the immense fertility of the Northern coastal belt could mean that Algeria will be the dominant state in Northern Africa within a generation.

Algeria is a difficult market but rich in promise.

BUSINESSMEN ASKED TO REPORT EXPORT OPPORTUNITIES

Many British businessmen received export inquiries for goods or services which are not of direct interest to their own organization but which could be useful opportunities for other British companies. Such inquiries may be received at their office or while they are travelling overseas and frequently the businessman has neither the time nor the opportunity to seek out appropriate British suppliers and pass on the inquiry.

Information about a scheme for passing on such inquiries received by businessmen travelling overseas by BOAC or BEA was given in the Board of Trade Journal *of July 9, 1969, page 81 and the* Export Service Bulletin *of July 7, 1969, page 27. In brief, the businessmen receive with their tickets a form on which they may record export inquiries received during their travels; the form is returned to the British National Export Council who forward it to Export Services Division of the Board of Trade.*

Businessmen travelling overseas by other means who receive export inquiries with which they cannot deal are asked to pass the information while they are overseas to the Commercial Department of any British Embassy, High Commission or Consulate or, on their return to Britain, to the Export Services Division of the Board of Trade, 35 Old Bailey, London, E.C.4, or their nearest Board of Trade Regional Office. Future issues of the 'Hints to Business Men' booklets will include a page on which such inquiries may be recorded. Similarly, when an inquiry is received from overseas by businessmen at his office in Britain, this may also be passed to Export Services Division or Board of Trade Regional Office.

All inquiries received by the Board of Trade will be followed up by Export Services Division, who will publish them in the Export Service Bulletin *or will contact individual British companies direct, seeking further advice on the nature of the inquiry and the inquirer, where appropriate, through the Commercial Diplomatic Service Officers overseas.*

Businessmen are urged to make use of these facilities to supplement export opportunities already being reported on a day to day basis by overseas commercial officers and passed on to industry by the Board of Trade.

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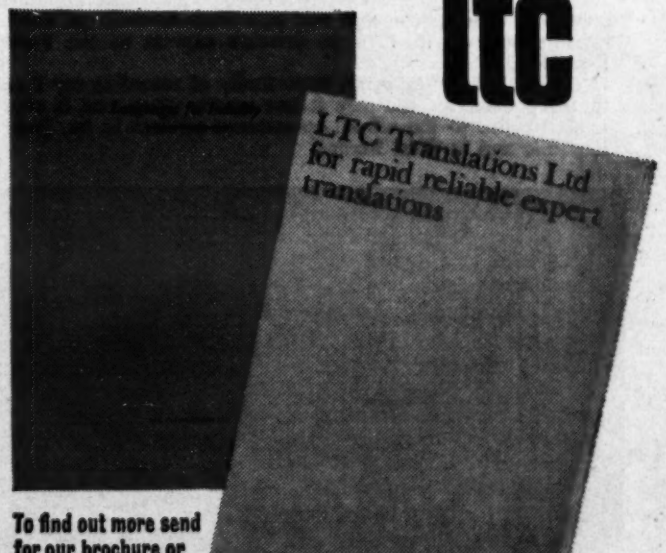

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Britain and the European Communities: negotiating delegation

THE NAMES of the senior members of the British Delegation appointed to negotiate for British entry into the European Communities were published by the Foreign and Commonwealth Office on April 10. As already announced, the Ministerial leader will be Mr. George Thomson, the Chancellor of the Duchy of Lancaster. The leader of the Delegation at the official level will be Sir Con O'Neill, a Deputy Under-Secretary of State in the FCO. The other members will be: Mr. G. R. Bell, Third Secretary, HM Treasury; Mr. G. R. Denman, on promotion to Deputy Secretary, Board of Trade; Mr. F. M. Kearns, Deputy Secretary, MAFF; Mr. W. P. Shovelton, Under-Secretary, Ministry of Technology.

Mr. J. A. Robinson, a Counsellor in the Diplomatic Service, will also be a member of the Delegation. Its Legal Adviser will be Mr. I. M. Sinclair of the FCO. In addition, Sir J. Majoribanks, HM Ambassador to the European Communities in Brussels, and his Deputy Mr. K. C. Christofas, Minister Plenipotentiary, will be nominated as members of the negotiating Delegation, but will also continue to discharge their duties with the Permanent United Kingdom Delegation to the Communities in Brussels.

Officials from other Departments (including the Home Office, Scottish Office, and the Welsh Office) will be available to join the Delegation as required.

President's message to British Trade Council in Germany

MR. ROY MASON, President of the Board of Trade, sent the following message to the British Trade Council in Germany, whose annual general meeting was held on April 14:

'On the occasion of the 10th annual general meeting of the British Trade Council in Germany I send the council my best wishes for continued success in their efforts to increase still further Britain's trade with the Federal Republic. The British Government is doing what it can in this direction and it is very encouraging to find the council so ready to play its part by participating in the 'European Export Workshop' in May and by organizing further promotional tours of Chambers of Commerce and export clubs in the United Kingdom. I am sure these exercises will be successful and will contribute towards yet another sizeable increase in 1970 in Britain's exports to the Federal Republic.

'I should like to take this opportunity of recording my thanks to the council for the help it has readily given and is always ready to give to the official commercial services in the Federal Republic and in West Berlin.'

Mr Crosland appoints head of scientific unit on pollution

MR. ANTHONY CROSLAND, Secretary of State for Local Government and Regional Planning, has appointed Dr. M. W. Holdgate as head of the Central Scientific Unit in his office, to assist him in his co-ordinating role on environmental pollution. Dr. Holdgate is at present deputy director of the Nature Conservancy. In his new appointment, he will hold the rank of Chief Scientific Officer.

Mr Wedgwood Benn visiting United States

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, began a ten-day official visit to the United States on April 14, during which he will have talks with members of the American administration, officials and industrialists. His discussions will cover industrial policy, international co-operation in technology, aviation, space, nuclear power, pollution and environment and research.

While in Washington Mr. Benn will meet Mr. Maurice Stans, Secretary of Commerce, at whose invitation the Minister is visiting the United States, Mr. Melvin Laird, Secretary of Defence, Mr. John A. Volpe, Secretary of Transportation, Mr. John H. Shaffer, Administrator of the Federal Aviation Agency, Dr. Glenn T. Seaborg, Chairman of the Atomic Energy Commission, Dr. Tom Paine, Administrator of the National Aeronautics and Space Administration, and Dr. Lee A. DuBridge, President Nixon's science adviser.

'EFTA Bulletin'—new trends in Sweden's trade

THE SIGNIFICANCE of the EFTA market in promoting Sweden's total export expansion is shown in an article on Swedish trade which appears in the April issue of *EFTA Bulletin*. The issue also includes two additions to the series of country statistics which EFTA are currently producing – Finland and Iceland are featured this month. The proposed treaty establishing the Nordic Economic Union is also discussed.

An article on national regional development policies is another inclusion and a look at EFTA's prospects for future developments in her share of the world's paper industry.

Copies of the April issue of *EFTA Bulletin* can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

A group of representatives of industry visited the Central Office of Information on April 7, and were introduced to the work of the COI by Mr. R. A. Fleming, the Acting Controller (Overseas). The visitors then took part in discussions on the export publicity services of COI with members of Overseas Press Services, Photographs, Films and Television, Exhibitions, Radio, Publications, Reference, Tours and Production Service Divisions and Regional Unit.

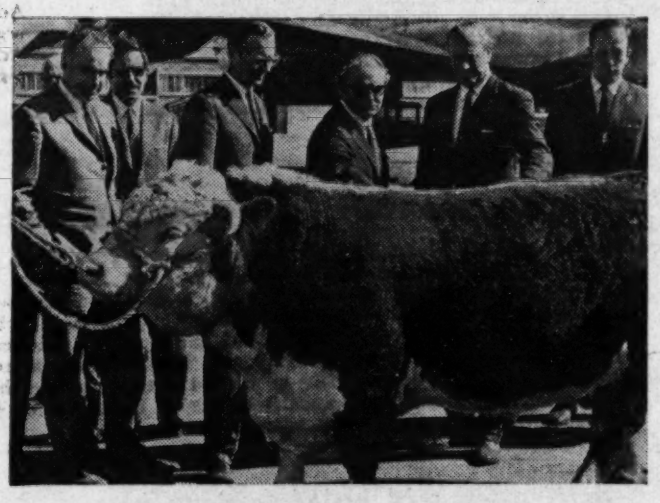
Termination of Machine Tool Trial Period Scheme

FOLLOWING DISCUSSION between the Ministry of Technology and the National Research Development Corporation, it has been decided that the Machine Tool Trial Period Scheme should be brought to a close with effect from April 30, 1970.

The Scheme, which was designed to encourage the wider use of numerically-controlled machine tools in British industry, is being operated on behalf of Mintech by the NRDC. The Scheme was first announced by the Minister of Technology at the Exhibition of Numerically Controlled Machine Tools at Olympia, London, on May 2, 1966.

Although, in the intervening period, there has been a significant and encouraging increase in demand for numerically controlled machine tools, the NC Trial Period Scheme has not been as successful as had originally been hoped.

NRDC will continue to be responsible for the operation of arrangements in respect of machines which have already been ordered or sold under the scheme. However, no new arrangements with suppliers will be entered into and existing suppliers will not be able to accept orders for the purchase of machines under the terms of the Trial Period Scheme after April 30, 1970.



Mr. G. H. S. Jackson, British Ambassador in Uruguay (third from right) gives a welcoming pat to 'Eaton Ulysses', one of the seven prize Hereford bulls imported from England by Uruguayan estancieros.

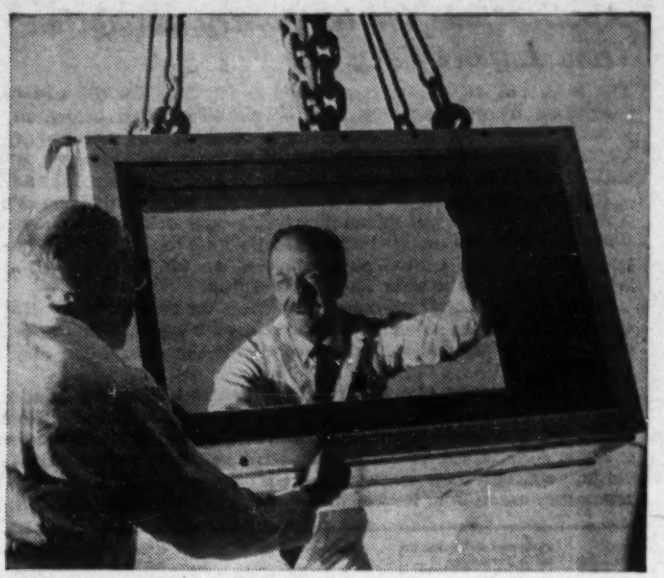
Ministry of Technology Advisory Committee

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has authorized the appointments of Mr. N. S. Huntley and Mr. W. T. Welch as members of the Ministry of Technology Advisory Committee (MOTAC) with effect from April 1. They succeed Brigadier L. H. McRobert and Mr. P. Robinson.

This Advisory Committee is the statutory body which advises the Minister of Technology on applications for financial assistance under the Local Employment Acts 1960-1970.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Division is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.



Chance-Pilkington, St. Asaph, has beaten American, European and Japanese competition to supply two 2-ton radiation shielding windows to GEC, California. The windows are 1 ft. 8 in. thick and will allow a clear, safe view into a radioactive area. Two Chance-Pilkington employees are pictured with one of the windows before shipment.

Mrs. Barbara Castle opens Durham GTC

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, officially opened the new Government Training Centre at Durham on April 10. When fully operational, the Centre – purpose-built on the Littleburn Estate, Neville's Cross – will increase the number of training places in GTCs in the Northern Region by 350 and provide training places for another 600 people a year. It will offer courses in engineering, electrical, building and vehicle-servicing trades.

BoT bankruptcy appointments

THE BOARD OF TRADE have appointed Mr. Raymond Graham to be an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Dudley, Kidderminster, Leominster, Stourbridge, Walsall, West Bromwich and Wolverhampton.

Mr. Graham is already an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Birmingham, Coventry and Warwick.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the exsiting United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 29.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	4 - Chloro - 17β - hydroxy- and rost - 4 - en - 3 -one acetate	Clostebol	December 31, 1970	13411
29.15	Dimethyl isophthalate	As in previous column	December 31, 1970	13423
29.22	*NN* - Dimethyl - *n* - tetradecylamine	NN Dimethyl tetradecylamine	December 31, 1970	13418
29.23	Phenylephrine hydrochloride	As in previous column	December 31, 1970	13422
29.42)	(+) - 9 - *NN'* - Diethyl - lureido-4, 6, 6a, 7, 8, 9-hexahydro - 7 - methylindolo [4, 3 -f, g] quinoline hydrogen maleate	Lysenyl N-(D-6-methyl-8-150 ergolyenyl) - N, N' diethyl area hydrogen maleate	December 31, 1970	13389
73.15	Alloy steel rod, not cold drawn, in coils, containnot less than 16% by weight nor more than 20% by weight of chromium, and not less than 7·5% by weight nor more than 11% by weight of nickel, and not more than 2% by weight of manganese, and of a diameter of not less than 5·5 millimetres nor more than 14 millimetres	Stainless steel rod	December 31, 1970	10881
	Alloy steel coils for rerolling, containing not more than 3·5% by weight of silicon as the major alloying element, and of a thickness of not more than 3 millimetres	Electrical steel	July 2, 1970	10895
81.04	Titanium	As in previous column	December 31, 1970	11098

Note: Withdrawal of Application

Interested parties may wish to know that the application for temporary exemption from import duty of Di*iso*cyanatotoluene, mixed isomers, containing not less than 75 per cent by weight and not more than 85 per cent by weight of 2, 4-di*iso*cyanatotoluene (29.30), published on page 494 in the *Board of Trade Journal* dated February 25, 1970, has been withdrawn.

Changes in export licensing control on nickel bearing alloys

THE BOARD OF TRADE has amended the export licensing regulations concerning iron and steel alloys containing nickel to take account of the continuing high level of free-market nickel prices. Formerly iron and steel alloys containing 5 per cent or more of nickel were subject to licensing requirements where the value did not exceed £250 per ton. This limit has been raised to £350 per ton.

The change will be made effective by the Export of Goods (Control) (Amendment No. 2) Order 1970 which comes into force on April 20. Copies of the Order can be obtained from HMSO, 49 High Holborn, London, W.C.1 and branches or by post from HMSO, PO Box 569, London, S.E.1.

Inquiries about this amendment should be addressed to the Export Licensing Branch, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 3559).

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, announced on April 6, that on the information at present before her it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

(1) Proposed acquisition by Portals Holdings Ltd., of The Permutit Co. Ltd.
(2) Proposed acquisition by Rio Tinto-Zinc Corporation Ltd., of Pillar Ltd.
(3) Acquisition by Airscrew-Weyroc Ltd., of the chipboard interests of Formica Ltd.

New advance factory for Maryport

THE ENGLISH INDUSTRIAL Estates Corporation has announced that a contract worth about £52,000 had been awarded to Thos. Armstrong (Contractors) Ltd., of Cockermouth, for the construction of a 15,000 sq. ft. advance factory on the Solway Industrial Estate, Maryport. Architects for this project are Graham, Roy and Nicholson of Whitehaven and the Quantity Surveyors J. G. Hellawell and Partner of Newcastle. Work should be started in the next few days and the unit should be ready for occupation in November 1970.

This is the third advance factory to be built at Maryport and was authorized under the replacement programme after the Textured Fibres (Cumberland) Ltd. had taken over the second advance factory. The Prime Minister drove in a stake to mark the site of this latest factory when he toured the Estate during a visit to Cumberland last February.

Building materials factory for Stockton

THE MINISTRY of Technology has announced that Thos. Graham & Sons (North East) Ltd. are to occupy a vacant 24,000 sq. ft. factory on the North Tees Industrial Estate, Stockton, which is administered by the English Industrial Estates Corporation.

Thos. Graham & Sons (North East) Ltd. already occupy premises in Newcastle and Sunderland and are to use the North Tees factory for the distribution of materials to the building, plumbing and engineering industries. The company expect to be employing 90 men and 10 women within the next three years.

Plastics firm to build factory in Durham

THE MINISTRY of Technology has announced that Chemidus Plastics Ltd. are to lease about 20 acres of land on the Meadowfield Industrial Estate, Brandon, Co. Durham, which is administered by the English Industrial Estates Corporation.

Chemidus Plastics Ltd., who manufacture large PVC pipes for gas, water and sewerage undertakings have exhausted all available land at their premises in Ashford, Kent, and have decided to expand production in the North East to cope with their rapidly increasing orders. The company have appointed Geo. Wimpey & Co. Ltd. to design and construct a factory of 192,000 sq. ft. The quantity surveyors are Turner & Townsend of Darlington. The company expect to employ about 300 people by the end of 1971, rising to 500 by 1975 almost entirely men.

Micro switch company expands at Team Valley

THE MINISTRY of Technology has announced that Burgess Micro Switch Co. Ltd. are to occupy a vacant 9,000 sq. ft. factory on the Team Valley Estate, Gateshead, which is administered by the English Industrial Estates Corporation.

Burgess Micro Switch Co. Ltd. moved to Team Valley, from Hinckley, Leicestershire, in 1951, when they occupied a factory of 32,000 sq. ft., and this was extended by 16,000 sq. ft. in 1959. A new factory of 30,000 sq. ft. was built for the company in 1964 on two acres of land which was leased to them next to their existing premises and a further factory of 24,000 sq. ft. was purchased in 1967. The leasing of 9,000 sq. ft. from the Estates Corporation brings the total

factory area to 111,000 sq. ft. or nearly four times the original area occupied. Employment has continued to rise with the company's expansion and today the work force has reached 1,100. When the new unit is in full production a further 200 people will be employed making Burgess one of the largest employers on Team Valley.

Training levy order for construction industry

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has approved proposals submitted by the Construction Industry Training Board for a levy on employers within scope of the Board. This is an occupational levy based on different categories of employee, for which levy is to be raised at the rate of £2; £6; £8; £9; £25; £39; or £41, for each employee in those categories. In addition, there is to be a levy at the rate of £25 per head on employers in respect of labour – only contract workers. As a means of helping the smaller employers, it is provided that firms with payrolls of less than £15,000 will pay a reduced amount of levy, calculated according to the size of their annual payroll.

This is the effect of an Order (SI 1970 No. 471, obtainable from HMSO or through any bookseller, price 1s. 3d.), made by Mrs. Castle and laid before Parliament on April 2 which comes into operation today (April 15).

Mr. Fred Catherwood to leave NEDC

THE NATIONAL Economic Development Council have been informed that at the end of his second term of contract on April 30, 1971, Mr. Fred Catherwood, the director-general of the National Economic Development Office, will be joining the board of John Laing and Son Ltd., taking up the position of group managing director and chief executive on January 1, 1972. He will, when he retires from NEDC, have served as director-general for five years and as a council member for almost seven years.

New leaflet on metric units for everyday use

A NEW LEAFLET 'Going Metric – Everyday Units' is now available free from the Metrication Board. The leaflet sets out the more common metric units and correct symbols for 14 everyday quantities including length, area, capacity, temperature and weight.

In the United Kingdom the basis for the metric system now coming into use is the International System of Units, known in all countries by the abbreviation SI. The units contained within this system are sufficient for all present needs of technology, science, industry, commerce and daily life.

Copies of the leaflet can be obtained without charge from Information Division, Dept. 4, Metrication Board, 22 Kingsway, London, W.C.2.

Tourist attractions in Mayflower Year

BRITAIN WILL BE celebrating the 350th anniversary of the sailing of the 'Mayflower' to America with a programme of special events during the summer, Lord Mancroft, chairman of Mayflower Year National Committee, announced in London earlier this month.

Outlining some of these events, Lord Mancroft said that there would be special excursions round the villages of North Lincolnshire, Nottinghamshire and Yorkshire where the Pilgrim Fathers once lived. The villages were also planning to put on festivities during the season.

At Boston, South Lincolnshire, from where the Pilgrim Fathers attempted to sail in 1607, there would be tours and special events. The ports of call from Rotherhithe – where the 'Mayflower' began its historic voyage in 1620 – to Plymouth have also arranged anniversary attractions.

Rotherhithe was planning a 17th century fair followed by fireworks and at Southwark there would be tours associated with the 'Mayflower.'

Southampton was planning a programme of events, continued Lord Mancroft. Dartmouth would be holding a pageant including conducted tours and ox-roasting.

Plymouth had organized an extremely busy calendar of events from May to September.

Mr. Henryk Offner (right), a director of B. Herzog, of Sao Paulo, recently appointed distributors for BDH Chemicals products in Brazil, visited Poole to study the company's manufacturing and marketing operations. He is seen here with Mr. J. R. Gibbs, BDH regional marketing manager. During his visit Mr. Offner said: 'Brazil is a rapidly developing nation and this fact is fully appreciated by British exporters. There is a very great potential for fine chemicals, particularly in the educational field and I am pleased that we are now associated with BDH Chemicals Ltd.'

Lord Mancroft said that although British people were showing considerable interest in Mayflower Year, there was little doubt that the greatest enthusiasm would come from Americans and other overseas visitors.

Seminar on financial and advisory services to industry

THE CHESTER and North Wales Productivity Association have arranged a seminar at Ruthin Castle, North Wales, on April 23. The meeting will receive addresses from a member of the Economic Research Council and from senior officials of the Board of Trade, the Department of Employment and Productivity, the Ministry of Technology and the Wrexham Rural District Council.

The course fee of £8 includes refreshments, luncheon and publications. Aplication forms are available from: Mr. T. V. R. Roberts, Chester and North Wales Productivity Association, 18 Temple Row, Wrexham (Tel. Wrexham 3050).

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge of all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel, 01-222 7877, Ext. 2438).

National Libraries Authority to be established

THE GOVERNMENT have decided to accept in principle the main recommendation of the National Libraries Committee that a national libraries authority should be established. This was announced in the House of Commons on April 7 by Mr. Edward Short, Secretary of State for Education and Science. He said:

'The Government have decided to accept in principle the main recommendation of the National Libraries Committee, namely, that a national libraries authority should be established, to take over in due course the administration of the present British Museum Library and National Reference Library of Science and Invention and other institutions. Further consideration is being given to the title, structure, scope and responsibilities of this organization and to a number of other issues raised in the committee's report. These will form the subject matter of a White Paper to be issued after further consultation as a preliminary to legislation.

'Meanwhile, in the light of the committee's recommendations on the siting of the British Museum Library and the National Reference Library of Science and Invention, and taking account of the latest technical developments in the storage of books, a new preliminary assessment has been made of the possibility of meeting the needs of both libraries on a smaller area of the Bloomsbury site than was previously envisaged for the British Museum Library alone.

'This gives grounds for hope that it might prove possible to meet the needs of both libraries, while providing considerably more housing on the site than was included in the earlier plan, preserving all the main listed buildings including the whole of the west side of Bloomsbury Square, and removing the need for a further site elsewhere in Central London for the National Reference Library of Science and Invention.

'In view of the results of this preliminary assessment the Government have decided to explore further the feasibility of a solution on these lines, in consultation with the planning authorities concerned. They will regard the provision of a new building for the National Reference Library of Science and Invention as having first priority in these fuller studies.

'In reaching their final conclusion they will of course pay full regard to the requirements of the users of both libraries. The Government appreciate the importance of having the Patent Office within easy walking distance of the combined libraries and are considering possible sites for the purpose.'

Notes:

The report of the National Libraries Committee, Cmnd. 4028, HMSO 28s., was published on June 10, 1969.

Dr. F. S. Dainton, vice-chancellor of Nottingham University, was chairman of the committe; other members were Mr. J. G. N. Brown, publisher, Oxford University Press; Sir Bernard Miller, chairman, John Lewis Partnership; and Professor David Talbot Rice, Watson Gordon Professor of Fine Art, University of Edinburgh. Sir Roy Allen, Professor of Statistics, London School of Economics, resigned from the committee for reasons of health in July 1968, since when Mr. H. J Habakkuk, Principal of Jesus College, Oxford, was a member.

The then Secretary of State for Education and Science set up the committee in December 1967, 'to examine the functions and organization of the British Museum Library, the National Central Library, the National Lending Library for Science and Technology and the Science Museum Library in providing national library facilities; to consider whether in the interests of efficiency and economy such facilities should be brought into a unified framework; and to make recommendations.'

The National Reference Library of Science and Invention (which comprises the former Patent Office Library together with the science collections of the British Museum Library) is administered as part of the British Museum's Department of Printed Books and was, therefore, also within the committee's terms of reference.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	March 16, 1970	
904,231	Standard Telephones & Cables Ltd.	Four-wire two-wire converter
920,383	The Dow Chemical Company	Expansion joint
931,570	Standard Telephones & Cables Ltd.	Electrical apparatus
938,166	Standard Telephones & Cables Ltd.	Selection system for electric circuits or equipment
986,432	Standard Telephones & Cables Ltd.	Radio antenna system
1,003,654	Standard Telephones & Cables Ltd.	Semiconductor devices
1,013,241	Standard Telephones & Cables Ltd.	Intelligence storage apparatus
1,017,119	Standard Telephones & Cables Ltd.	Manufacture of semi-conductor material
1,046,584	Electrotechnische Handels-en Industriele Anderneming Van Den Toonn, NV	Process for applying a reinforced plastic coating to a metal lamp post
1,051,756	The Dow Chemical Company	Extrusion of thermoplastic resinous material
	March 20, 1970	
998,253	Standard Telephones & Cables Ltd.	Tube jointing
1,006,417	Standard Telephones & Cables Ltd.	Ceramic-metal seals
1,013,054	Standard Telephones & Cables Ltd.	Electrical circuits
1,029,879	Standard Telephones & Cables Ltd.	Ceramic-metal seals
1,042,442	Standard Telephones & Cables Ltd.	Circuit arrangements for standardizing groups of analogue signals
1,045,429	Standard Telephones & Cables Ltd.	Transistors
1,083,000	Standard Telephones & Cables Ltd.	Electrical equipment practice
1,085,413	Standard Telephones & Cables Ltd.	Improvements to an emitter coupled crystal controlled circuit
1,090,651	Standard Telephones & Cables Ltd.	Two-co-ordinate lock-out circuit
1,096,452	Standard Telephones & Cables Ltd.	Electro signal transmission system
1,096,575	Standard Telephones & Cables Ltd.	A mounting assembly for a semi-conductor device
1,098,944	Standard Telephones & Cables Ltd.	Electrical supervisory systems
1,103,614	Standard Telephones & Cables Ltd.	Radio transmitter
1,132,100	Societe Industrielle Lyonnnnoise d'Artides Metalligues SILAM	Door handle system
	March 23, 1970	
959,702	Commissariat a l'Energie Atomique	Gate-valves for the control of fluids
977,529	Garry Zvi Milow	Overhead power lines
1,049,294	Commissariat a l'Energie Atomique	Uranous nitrate preparations
1,052,294	Commissariat a l'Energie Atomique	Oxidation of plutonium compounds
1,072,895	Elektromesstechnik Wilhelm Franz KG	Polarity detecting device
1,084,937	Standard Telephones & Cables Ltd.	Transistors
1,110,611	Standard Telephones & Cables Ltd.	Stroke sensitive switch
1,137,920	Peter Percival Hackelt	Solar heaters
1,163,609	Societe des Forges et Ateliers du Creusot	A device for cooling converter trunnions

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller

The Patents Office

Government Publications

required by customers in the Midlands may be obtained quickly from
Her Majesty's Stationery Office, 258/259 Broad Street, Birmingham, 1

Aviation and Shipping

Prevention of oil pollution in navigable waters

LAST YEAR Board of Trade Surveyors carried out 2,267 inspections of ships to ensure that they complied with the requirements of the Oil in Navigable Waters Acts.

There were 80 prosecutions for unlawful discharges of oil, resulting in 77 convictions, compared with 62 convictions in 1968 and 59 in 1967.

The Government is to introduce a new Bill to strengthen existing legislation against oil pollution in navigable waters.

These developments are described in the Board of Trade's Report (laid in Parliament on April 8) on the exercise and performance of its functions during the calendar year 1969 under the Oil in Navigable Waters Acts, 1955 and 1963.

DEVELOPMENTS IN TRACKED HOVERCRAFT

Lord Delacourt-Smith, Minister of State, Ministry of Technology visited Tracked Hovercraft Ltd., Cambridge recently, to see the progress of development work on the 300 mph (480 kph) Tracked Hovercraft project which is reaching the stage of full scale tests. Picture shows: Lord Delacourt-Smith climbing on to the 'launch girder' with the 13th beam in the background about to be put in position. From left to right are: Mr. D. Hennessey and Mr. T. G. Fellows, chairman, and managing director respectively, Tracked Hovercraft Ltd., Lord Delacourt-Smith, Dr. Ernest Davies, Mr. Neil Carmichael, Joint Parliament Secretaries, Ministry of Technology. By October of this year the first linear motor powered 80 ft. long air cushion test vehicle should be running on the three miles of test track now being built.

Prosecutions

Three of the successful prosecutions were brought by the Board of Trade for discharges of oil from ships outside harbours. One of these was the first successful prosecution for an offence committed outside United Kingdom territorial waters. The remaining 74 successful prosecutions were undertaken by harbour authorities for offences within their waters.

Forty convictions related to offences by ships registered in the United Kingdom. Twenty-six convictions concerned offences by ships of foreign flags. The remaining 11 convictions concerned discharges of oil from installations on land.

Fines imposed totalled £17,550 from which five awards totalling £792 were made towards the cost of removing the pollution.

International co-operation

In 1969 two more countries, Southern Yemen and the USSR, accepted the International Convention for the Prevention of Pollution of the Sea by Oil 1954, as amended in 1962, bringing the total number of accepting countries to 41.

In October 1969 the Assembly of the Inter-Governmental Maritime Consultative Organization adopted certain amendments to the 1954 Convention as amended in 1962. These amendments, which were based on United Kingdom proposals, are designed to make further progress towards the complete avoidance of the discharge of persistent oils into the sea. They will come into force one year after their acceptance by two-thirds of the Contracting Governments.

New Bill

A Bill amending the 1955 and 1963 Acts to enable the United Kingdom to accept the amendments to the 1954 Convention will be introduced as soon as possible. These amendments will greatly extend existing restrictions on the discharge of persistent oils into the sea. They will, for example, impose an absolute ban on the discharge of any persistent oils from the cargo spaces of tankers within 50 miles from land, which will be additional to the ban under present legislation on the discharge of all types of oil within United Kingdom territorial waters (i.e. generally 3 miles from land). Other amendments will make enforcement easier by requiring tankers to keep more detailed records on cargo movements and disposal of oil residues.

Notes:

Under British law unlawful discharge of oil by any ship within United Kingdom territorial waters and by any United Kingdom registered ship outside those waters is punishable by a fine of £1,000 on summary conviction. This figure is under review. There is no limit on fines imposed if conviction is on indictment.

The 1954 International Convention as amended prohibits the discharge of persistent oils (and mixtures containing such oils) into the whole of the North Sea, the English Channel, more than 1,600 miles westward across the Atlantic Ocean and south to Cape Finisterre. New ships of 20,000 gross registered tons or more are prohibited from making such discharges anywhere at sea.

Persistent oils are crude oil, fuel oil, heavy diesel oil and lubricating oil.

Formal investigation into marine collision

THE PUBLIC formal investigation into the circumstances of the collision between mfv 'Northern Isles' and mfv 'Admiral Rodney' which occured on June 21, 1969 will open on May 27 at 10.30 a.m. at the Sheriff Court, Lawnmarket, Edinburgh.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, APRIL 6

Investment grants

Mr. Eric Varley, Minister of State, Ministry of Technology, was asked to state the precise terms of reference of the study which his Department was undertaking about investment grants. He answered: 'The scope of the study was indicated in my Rt. Hon. friend the President of the Board of Trade's observation on the recommendation in paragraph 27 of the First Report from the Estimates Committee, Session 1968-69.'

TUESDAY, APRIL 7

Exports to Israel

A Member asked to what extent the Board of Trade had assisted in increasing exports to Israel; and whether figures would be published giving the change in the amounts of exports to Israel during 1968 and 1969 respectively. Mr. Goronwy Roberts, Minister of State, Board of Trade, replied that British exports, including re-exports, to Israel rose by £38 million and £15 million in 1968 and 1969 respectively. He was confident that this reflected the increased activity of British exporters who had taken advantage of assistance provided by the Board of Trade in co-operation with the British National Export Council's Committee for Israel and our Embassy in Israel.

Newham Export Club

Answering a Member who asked if, in view of the work being done by the Newham Export Club in increasing exports, the Board of Trade would assist this club in their efforts Mr. Roberts said: 'The Board of Trade's export staff in the London region have been closely in touch with this Export Club at and since its inauguration and I am confident that this close co-operation in increasing exports will continue.'

Export Guarantees and Payments Bill

Lord Brown, Minister of State, Board of Trade, spoke during the debate on the Second Reading in the House of Lords of the Export Guarantees and Payments Bill.

Team Valley Trading

A Member asked, in view of the intended closing down of Chambers Packaging Ltd. on the Team Valley Trading Estate with the loss of 130 jobs, what steps were being taken to ensure the minimum hardship to those at present employed and to provide alternative employment. Mr. Varley said: 'Subject to Chambers Packaging Ltd.'s rights under the existing lease, the Department will endeavour to find a new tenant for the factory when it becomes vacant. The local officers of the Department of Employment and Productivity will do all they can to help those affected by the redundancy to find new jobs, including training opportunities where appropriate.'

WEDNESDAY, APRIL 8

Commission for Industry and Manpower Bill

The debate on the second reading of the Commission for Industry and Manpower Bill is reported in *Hansard* (Cols. 555 to 688).

Holiday-tour operators

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked whether, in view of the fact that the Association of British Travel Agents was primarily a trade association, steps would be taken to set up an independent travel council to consider complaints against holiday-tour operators. Mrs. Dunwoody answered: 'We do not consider there is sufficient evidence of a need for a body of this kind. The number of complaints against tour operators is very small compared with the number of holidays taken by United Kingdom residents.'

Answering a further question on the possibility of legislation laying down a code of conduct for travel agents which would be both enforceable and known to the public, Mrs. Dunwoody said that the Association of British Travel Agents had a Code of Conduct enforceable on its members which was available to anyone who wished to obtain a copy.

Mrs. Dunwoody was then asked if she was aware that most tour operators provided no legal redress and some tour operators refused ex-gratia redress in respect of legitimate and proven failure of or inadequacy of services provided under contracts entered into with clients in this country; and if steps would be taken to deal with this problem. 'Exclusion of liability in contracts for services is a complicated issue, on which we must await the advice of the Law Commissions before contemplating action,' replied Mrs. Dunwoody.

Questions were then asked about holiday advertisements. Stating that a holiday in Majorca advertised as from 30 guineas might cost £88 3s. 3d.; a Member asked if steps would be taken to lay down definitive standards in advertising by tour operators. 'No,' replied Mrs. Dunwoody, 'I believe that the Trade Descriptions Act provides the appropriate statutory restraints upon misleading advertising of these or other services.'

Asked whether she would propose a European Convention to lay down standards for organized tours in order to protect the travelling public and tour operators, Mrs. Dunwoody said she doubted if this would be an appropriate subject for an international convention.

A Member then asked if steps would be taken to ensure that classifications of hotels abroad, and in particular in Spain, were explained in all brochures published in the United Kingdom containing advertisements advertising such hotels in such a manner as to explain to prospective clients the meaning of such classifications. Mrs. Dunwoody replied: 'No. If prospective clients find these or other details insufficient to give them a clear picture of what they are offered, we must expect them to demand more information, and tour operators to respond.'

Tourism reports

Asked when an interim report from the British Tourist Authority and the National Tourist Boards could be expected, Lord Brown said reports by the British Tourist Authority and the English, Scottish and Wales Tourist Boards on their activities in the last financial year which ended on March 31 would be laid before the House of Lords as soon as possible in accordance with the Development of Tourism Act 1969.

THURSDAY, APRIL 9

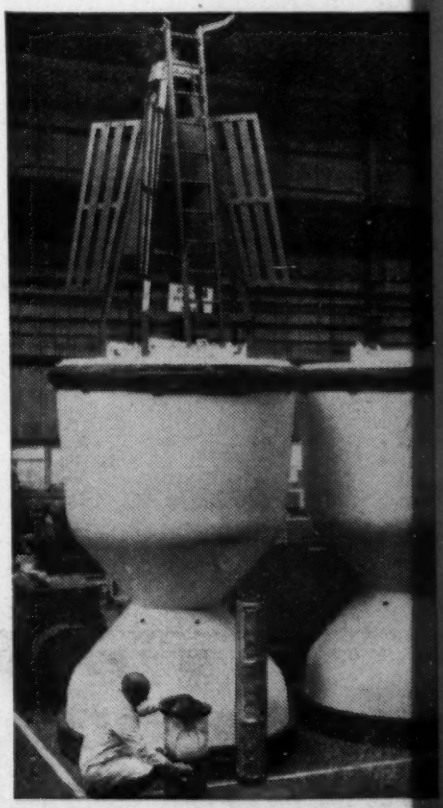
President's overseas visits

Mr. Roy Mason, President of the Board of Trade, was asked whether he would give, for the longest and most convenient period of time, the number of overseas visits which he had made, to which countries, on what dates, and for what purposes, and at what costs and whether he was satisfied that the purposes of the visits had been or will be achieved. He said: 'I have made nine overseas visits in fulfilment of my responsibilities as President of the Board of Trade including visits to European countries, the Far East and the United States and Canada. It would be impracticable to cost these visits individually, but I am satisfied that they have achieved their purpose in promoting goodwill and mutual understanding with our trading partners in several important markets for British exports.'

EEC and EFTA

A Member asked whether the President would revise HM Government's assessment of the economic advantages of joining the European Economic Community to take account of the present economic state of the European Free Trade Association countries who had not applied for membership of the EEC in the light of the EFTA report in March 1969 which shower a rise of 18½ per cent in EFTA exports to the EEC, Mrs. Dunwoody replied: 'No Sir.

LIGHT BUOYS FOR WEST AFRICA



These new pattern Osprey light buoys in the Stone-Platt Crawley works are the first of an £80,000 order for 25 units for the harbour of Boke, a new town in Guinea, West Africa. This new Stone-Chance buoy and light offers unattended service for up to 18 months with minimal maintenance. It has already been ordered for use in the Channel Islands, Argentina and Port Alexandria, Egypt.

continued

I understand that my hon. Friend is referring to the European Free Trade Association report in March 1970. The latest figures available still show that trade within the Community is growing faster than exports to the Community from EFTA countries. They provide no grounds for revising the assessment contained in the White Paper.'

United Kingdom trade figures

Asked if she was satisfied with the extent to which the current trade figures met the Government's target Mrs. Dunwoody said: 'We can all take solid satisfaction at the marked improvement over the past year in the visible trade balance and its contribution to the achievement of a substantial overall surplus on the balance of payments.'

Parliamentary Answers on aviation and shipping

MONDAY, APRIL 6

Transfer of Aldergrove Airport

Mr. Goronwy Roberts, Minister of State, Board of Trade, was asked what were the terms of transfer of Aldergrove Civil Airport in County Antrim to the Government of Northern Ireland; and if the runways would be lengthened before April 1971; Mr. Roberts answered that the main terms of transfer were as follows:

a. the civil airport and the Board's equipment, plant, furniture and fittings (excluding that required for the aerodrome navigation services) to be transferred free of charge;
b. the aerodrome navigation services to be provided by the National Air Traffic Control Service, free of charge, to the Northern Ireland Government, or nominee, for 21 years from April 1, 1971;
c. the National Air Traffic Control Service would pay an economic rent for accommodation occupied;
d. the Board would receive all sums due and pay all outstanding debts on current account in respect of airport services to March 31, 1971;
e. the Board would pay for work done up to March 31, 1971 on capital projects including runway re-shaping, the main runway extension (to a maximum of 2,300 ft.) and any other works authorized by the Board;
f. the Northern Ireland Government, or nominee, would assume full financial responsibility on current and capital account from April 1, 1971.

Though it was improbable that a runway extension of about 2,300 ft. would be completed before April 1971, it was the intention to proceed with this work simultaneously with the re-shaping of the first 4,000 feet of the existing runway east of the intersection thus avoiding the need to close the airport.

Noise characteristics of Concorde

Answering a Member who asked when he expected to be in a position to assess the noise characteristics of the production model of Concorde, Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, said 'The assessment of engine noise on Concorde is a continuous process; estimates will be brought up to date as new flying evidence is accumulated. Our design aim remains that Concorde's noise should be no greater than that of existing subsonic jets.'

TUESDAY, APRIL 7

Disputes at Heathrow Airport

Mr. Roberts was asked at what stage and on what date he would give detailed and final figures of the total cash loss to public funds of the recent disputes at London's Heathrow Airport, which, as of March 24, 1970, were of the order of £¼ million. 'The best estimate that can be made without disproportionate effort is about £¼ million,' replied Mr. Roberts.

Aircraft safety

Stating that the Federal Aviation Agency had made a regulation providing that no passenger may occupy a seat adjacent to the emergency exits of passenger aircraft; a Member asked if the need for a similar regulation in the United Kingdom would be studied. 'I am not aware that the Federal Aviation Agency has made such a regulation in these terms,' replied Mr. Roberts. 'They have, however, a requirement for aircraft with double doors that there must be at least one seat adjacent to each exit that could be occupied by a cabin attendant.

'The Board of Trade is engaged on a review of the regulations governing the provision of cabin staff on United Kingdom public transport aircraft in the course of which the distribution of cabin staff seats is being considered.'

Helicopters for search and rescue

'I will include the use of helicopters for marine search and rescue purposes in the statement I will make on the report of the Committee which has been reviewing the marine search and rescue organization of the United Kingdom,' Mr. Roberts told a Member who had asked if he would introduce legislation to provide for a replacement rescue service for the South-West after the withdrawal of the Royal Air Force helicopter service from Chivenor, North Devon.

WEDNESDAY, APRIL 8

Aircraft safety

Asked what consideration he had given to providing for the safety of passengers in aircraft which were airborne at the time when lightning strikes were announced, putting airports immediately out of action for landing purposes, Mr. Roberts said that aircraft were required to carry sufficient fuel to provide a safe margin for contingencies arising from whatever cause. This margin was intended to enable them to divert to other aerodromes if their destination airport at home or abroad were to be closed at short notice

FRIDAY, APRIL 10

Aircraft accident at Wolverhampton

Mr. Roberts made the following statement about the aircraft accident that occurred in Wolverhampton on April 9 when a De Havilland Dove crashed into a house on a Local Authority estate:

'A De Havilland Dove, G-AVHV, crashed into a house in the Wobaston Estate, Wolverhampton, at 10.05 BST yesterday, and burst into flames.

'The aircraft had been making a flight from Luton to Wolverhampton. At present, I have no evidence that prior to the crash, this flight was in anyway unusual.

'Both occupants of the aircraft and one occupant of the house were killed. Two other people in the house escaped with minor injuries.

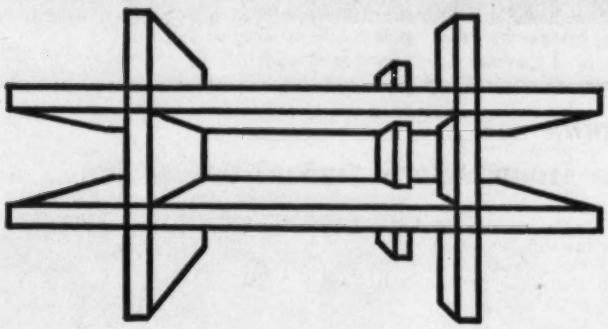
'The Board of Trade's Chief Inspector of Accidents decided to carry out a formal investigation. A team of accident investigators left immediately for Wolverhampton and are now at work. A report will be published in due course.

'I am sure that the House will wish to join with me in expressing sympathy with the relatives and friends of those who died, and also with the injured.'

STAGE V HEARING OF THIRD LONDON AIRPORT COMMISSION

The stage V public hearing of the Commission on the Third London Airport opened in London on Monday, April 6. The purpose of the hearings is to enable interested parties to test the material produced during the detailed research stage into the timing of the need for a third London airport and into the comparative merits of the four short-listed sites, Cublinbton (Wing), Foulness, Nuthampstead and Thurleigh (Bedford). Seen here are the members of the Commission (left to right) Professor A. A. Walters, Professor David Keith-Lucas, Mr. A. J. Hunt, Mr. J. Caines, the Hon. Mr. Justice Roskill (chairman), Mr. Arthur Knight (deputy chairman), Mr. A. Goldstein, and Professor Colin Buchanan.

MINISTRY OF PUBLIC BUILDING AND WORKS



Invitation to tender for the design, supply and installation of selected building components for a major part of the Ministry's forward programme

The Ministry of Public Building and Works will shortly be inviting tenders from selected manufacturers or suppliers for the design and supply and/or the design, supply and fixing on site of building components in metric measure. The forward building programme to which the tenders are related has a potential annual value of about £20 million. The first tender invitations will be for:

Windows
Non load-bearing partitions
Internal door sets

The invitations to tender will contain detailed performance specifications including dimensional requirements.

A limited number of successful tenders will be selected for each component at prices to be agreed for a two year period with negotiations for an additional year. These components will be incorporated in a compendium of components from which designers of buildings for the Ministry will select components for incorporation in appropriate projects. The components will be required from mid 1971.

Manufacturers will be free to adopt new materials and techniques in their design offers. No restriction will be placed on the sale in the open market of components developed, by any tenderer, from the Ministry's performance specifications.

Prospective tenderers for the three components listed above should indicate their interest as soon as possible. A summary of the main performance levels, together with a questionnaire will be sent to enquirers. The completed questionnaire should be returned by 29th May, 1970.

Please write to:

The Director of Building Development, Ministry of Public Building and Works, Room No. 1420, Thames House (South) Millbank, London SW1

The Scottish Plant Owners Association

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including

2 Hymac 580B Hydraulic Excavators (New 1967); Priestman Tiger Mark V Excavator (New 1966); 22 R.B. Excavator; 2 Priestman Wolf Mark IV Excavators; Priestman Cub Mark V and Smith 8 Excavators; 2 J.C.B. 3C Excavators; Ford Auto-Dig 13/6 Excavator (New 1968); International B.2275 Tractor, with Loader and Back Hoe; Inchgreen Hydraulic Excavator; Chaseside SL2000 Loading Shovel; Weatherill 12HB Loading Shovel (New 1966); Muir-hill and Bray Loading Shovels; 5 International B.100 and B.T.D.6 Loaders (New 1967/1963); Track Marshall 60 and Allis-Chalmers H.D.4 Loading Shovels (New 1964 and 1966); International B.T.D.20 and B.T.D.6 Bulldozers; 6 Aveling-Barford 10, 8 and 4-Ton and 35-Cwt. Diesel Road Rollers; 2 Wallis & Steevens 4½-Ton Diesel Road Rollers; 5 Stothert & Pitt 28" Vibratory Road Rollers; 9 Atlas, C.P.T., Broomwade and Ingersoll-Rand Diesel Compressers, 120 and 85 C.F.M.; Bogee Pressure Grouter; 14 Thwaites, Benford, Rob Roy, Winget and J.C.B. Diesel Dumpers, from 30 to 15-Cwt. Capacity; 3 Hoist Winches; 2 Benford 18/12 Silover Mixers; 5 Benford 18/12 and Winget 14/10 Concrete Mixers, with Weighbatchers and Drag Scoops; Anderson-Grice 7-Ton and Butters 30-Cwt. Derrick Cranes; 3 Babcock-Weitz G.60 HVA and 1 G.15 HVA Electric Tower Cranes; Thomas & Foster 30" x 16" Stone Crusher; Goodwin-Barsby 30" x 5" Stone Granulator; Priestman and Westwood Grabs; 2 Allam Hydraulic Bar Croppers; Gullick Concrete Lurster; Allam Rotary Floor Grinder (New 1967); Allam Power Float (New 1966); 5 Diesel-Electric Generating Sets, from 5.6 to 1.5 K.V.A.; 3 Auto Diesels 6", 4" and 3" Centrifugal Pumps; Wilson CMM Chain and Chisel Mortiser; Wilson 30" DNR Band Saw; Wilson SF Band Saw Sharpener; 24" Circular Saw Bench; Plant and Vehicle Spares; 3 Power Rammers; Diesel Engines; 3 Johnson Diesel Vibrating Pokers; 12 Pneumatic Hammers; Lifting Tackle; 4 Ransomes & Rapier Truck-Mixers; Ford 5-Cwt. Van; Winget T.6 Lorry-Mounted Crane (New 1965); Karrier Bantam Low Loader (New 1965); B.T.C. 12-Ton Low-Loading Trailer; Willerby 28' Model WTH2 Trailhome Caravan, etc.,

AT PLANT SITE, CARMYLE AVENUE (Off London Road,) GLASGOW, E.2.

on THURSDAY, 23rd APRIL, 1970, at 11 a.m. prompt.

ON VIEW DAY PRIOR TO SALE

Catalogues from Auctioneers

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Hamilton, April 1970 Tel. No. HAMILTON 23063

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
May 5-7	Technical and miscellaneous stores	The Lido Hall, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211)

Engineering plant and equipment; Austin Gipsy engines; Greenbat trucks; steam boilers; electric meters; electrical components; electric platform trucks; compressors with electric motors; Coventry Cub engines; centrifugal circulating pumps with motors; Singer & Jones sewing machines; 5- and 10-cwt. stackers; water piping; rectifier units on trolleys; battery chargers; 1½-ton beam runners with chain blocks; potentiometers; micrometers; large quantity medical stores; MACHINE TOOLS: including SS & SC centre lathes; pillar drills; bar type folding machine; welding sets; hydraulic press brake; 18 in. super shaper; 8 in. slotting machine; valve grinders; Denbigh fly press; spring testers, etc.; large quantities clothing; furniture; kitchenware and other miscellaneous stores.

May 13	Miscellaneous stores	Auctioneers premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292)

MT spares; charging sets, 8-ton hydraulic lifting jacks; oxy-acetylene welding and cutting set; charging sets; hose pipes; stands, nozzles, etc.; binoculars; prismatic compasses; wrist watches; carpets; rugs; white and coloured blankets; groundsheets; old tentage and webbing; bedspreads; woollen rags; mixed rags; kit bags; curtains; valances; ankle boots; shoes; battledress trousers and blouses; greatcoats, etc.; easy chairs; tables; settees; sideboards; bureaux; trays, knives, forks, spoons, and miscellaneous kitchenware; large quantities of other miscellaneous general stores.

May 20	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel. 08692 2073).

Barford 1½ cu. yd. dumpers; Ferguson agricultural tractor; control units for caterpillar tractors; profile recorders; Petbow welder; rescue equipment; bolted barrel tanks (35,000 galls. cap.); 20 in. and 36 in. grass mowers; box fibreboards; teleprinter equipment; battledress; raincoats; greatcoats and large quantities of other clothing; textiles; mixed rags; scrap canvas, webbing, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only)

SALE BY TENDER

MACHINE TOOLS

Jig borer; bench and pillar drills; internal, universal and centreless grinders; capstan, turret and centre lathes; horizontal and vertical millers; presses; thread rolling machines, etc. Located at Radway Green, Cheshire. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iv (A)), First Avenue House, High Holborn, London, W.C.1 V 6HE. Tenders must be returned by 10 a.m., May 5, 1970.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere,

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

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New Books

A number of booklets on trade with Japan have been issued in recent years by various bodies such as the British National Export Council and some of the chambers of commerce in the United Kingdom. The *Board of Trade Journal* also published a series of articles entitled *Introduction to the Japanese Market* between March 1 and June 21, 1968, in order to bring this thriving market to the attention of British businessmen. **Doing Business in and with Japan** (112 pages. Published by American Management Association; distributed by Bailey Bros. & Swinfen Ltd. Warner House, Folkestone, Kent. £3.), is the latest addition to these. Written primarily for the American businessman it sets out to describe in detail the Japanese business environment, banking and the money market, problems and responsibilities of joint ventures, problems of marketing and the structure of employment. Each chapter in this booklet is written by a senior executive of a United States company who has a good knowledge of the country and who has actually done business on behalf of his company in Japan. This publication should be useful to British businessmen seeking to do business in and with Japan. In **Japan Miracle '70:** a Business Guide to the World's Third Economic Power. Prepared by the *Financial Times*. (269 pages. Longmans. 15s.) published on the occasion of Expo '70 the *Financial Times* has put into book form their latest special survey on the country, together with much new material, so as to give an up-to-date picture of Japan's economy set against its cultural background. It examines in detail not only the economic boom itself, but also the problems and responsibilities on both the national and international level, which have arisen from it. The book also provides an introduction to the history and arts of Japan, and to the Japanese way of like. The final section contains useful day-to-day information for the visiting businessman and tourist.

Analytical Bibliography [of] Market Surveys by Products and Countries. International Trade Centre UNCTAD/GATT. (203 pages. International Trade Centre UNCTAD/GATT, Palais des Nations, 1211 Geneva 10, Switzerland. $5.) This is, in fact, a revised and updated edition of the Trade Centre's previously published *Bibliography* on the same subject which was reviewed in the *Board of Trade Journal* for September 22, 1967 (page 695). Apart from the inclusion of works published since the previous edition appeared, and the removal of some older titles no longer of interest, the main innovation in this new edition is the provision of a short description of the contents of each work listed to amplify the information contained in its title. This apart, the scope and arrangement of the new edition are identical with those of the previous one. Whereas the previous edition was trilingual, the new edition is appearing in separate English, French and Spanish versions. In the English version the following indications of the language of the works listed are given: studies published separately in English are shown under the English title only, whether or not there may also be editions in other languages; bilingual publications (English plus another language) are cited under both titles; titles of studies published only in languages other than English are shown in the original language, followed by an English translation in brackets.

Physical Distribution Management, edited by Felix R. L. Wentworth. (568 pages. Gower Press. £7 10s.) The distribution process adds cost to a product without adding value. Efficiency in distribution, consequently, has such a bearing on a firm's competitiveness that there should be great interest in this wide-ranging manual. It contains practical and detailed information, designed for all levels of management responsible for the movement of goods, written by a team of 26 experienced contributors. 'Export Freighting' is one of the chapters in a section devoted to bulk freight transport, the other chapters being concerned with freighting by road, rail or air respectively and with containers, unitisation and packaging. The other main sections of the book deal with distribution management (7 chapters), warehousing (5 chapters), delivery transport (5 chapters), and fleet management (5 chapters). The book is well illustrated throughout, and concludes with an index and a short bibliography. Progress and development during the past year in many aspects of international freighting is also the theme of the first part of **Freight-age '70** – the title carried by the *Journal of Commerce* annual review for 1970 (303 pages. The Journal of Commerce and Shipping Telegraph. 12s. 6d.). Introduced by a message from Mr. Roy Mason, President of the Board of Trade, it includes a number of short articles on a wide range of topics related to sea and air transport and to port development in the United Kingdom. The second part of the review, prefaced by a message from Mr. Anthony Wedgwood Benn, Minister of Technology, is mainly concerned with the year's developments in shipbuilding.

The Financing of Industry and Trade, by D. J. Darby. (251 pages. Pitmans. 16s.) surveys the wide range of problems encountered by firms of all sizes in manufacturing and service industries in the financing of expansion, and suggests practical methods of overcoming these problems. Although it is mainly concerned with financing, it includes chapters on competition and its effect on the growth of a firm, as well as an outline of the need for internal control and management planning for future expansion. The advantages of expanding into the export field are also discussed. The four main sections of the book cover the need for finance; its allocation; its sources; and finally its application to exports and state assistance. The author is Senior Lecturer in Monetary Economics at the City of London College and has designed this book for first-year students of universities, for those studying business for the Higher National Diploma, for students of some of the professional examinations and for the general reader who is looking for a practical introduction to the subject.

'The Hindu' Survey of Indian Industry 1969. (168 pages. Available from Kasturi & Sons Ltd., 2/3 Salisbury Court, London EC4. 10s. 6d. post free.) The latest in an annual series published by a leading Indian daily newspaper contains 76 articles ranging over every aspect of the Indian economic scene, which between them contain a comprehensive survey of the present-day industrial situation. Among the topics highlighted are the problems which have arisen due to the improved agricultural situation known as the 'Green Revolution', and the importance of the Four Year Plan, which may well mark the beginning of a new era of dynamic expansion of the Indian economy provided there is political stability. The contributors include government officials, representatives in India of overseas countries, industrialists, and academic and other economists.

Forecasts of the United Kingdom Economy 1970-1975. (20 pages. Econtel Research Ltd., 181 Queen Victoria Street, London EC4. £15). This booklet provides – for each of the years 1970 to 1975 – a set of estimates for the main variables in the economy, such as consumer expenditure, prices, wages, interest rates, unemployment and share prices. Estimates are given in terms of actual prices, where this is the relevant factor, and also for quantity growth in terms of industrial production. These forecasts are only one set of a limitless number of possibilities. They have been selected as a set of guidelines to the future – taking as an aim the achievement of a reasonable level of growth. They provide a uniform set of forecasts for corporate planners and others, and give an independent view against which other forecasts can be compared. The forecasts have been prepared from a simple and flexible economic model, written as a computer programme.

Planning Corporate Growth and Diversification, by Peter Hilton. (245 pages. McGraw-Hill. £5 5s.) Although written for American businessmen, and based upon American experience, Mr. Hilton's book will be of considerable interest in this country – not least for the detailed case histories that he provides. Not only does he deal with growth through mergers and acquisitions, but he also devotes considerable attention to expansion into new products by other than acquisition routes, such as development of new products, planned innovation, and venturing.

Other Publications

ELECTRICAL AND ELECTRICAL TRADER YEAR BOOK: LEGAL, TECHNICAL AND BUYING GUIDE FOR THE RADIO, TELEVISION AND DOMESTIC ELECTRICAL INDUSTRIES. 1970. 41st edition. Compiled in collaboration with the Staff of *Electrical and Electronic Trader*. 516 pages. IPC Electrical-Electronic Press Ltd. 1970. Dorset House, Stamford Street, London SE1. £2.

INDUSTRIAL RELATIONS AND COMMUNICATIONS, by William Walsh. *Gee's Supervisory Management Studies*. 215 pages. Gee & Co. (Publishers) Ltd. £1 15s.

MANAGEMENT OF CHANGE: THE ROLE OF INFORMATION (Based on a Research Project Sponsored by the Institute of Office Management), by John E. M. Simmons. 188 pages. Gee & Co. (Publishers) Ltd. £1 15s.

NINETY-SIXTH ANNUAL REPORT OF THE COUNCIL OF THE CORPORATION OF FOREIGN BONDHOLDERS FOR THE YEAR ENDED 31ST DECEMBER 1969. 226 pages. The Council of the Corporation of Foreign Bondholders, 77 Moorgate, London EC2. 15s.

ORGANIZATIONS, by Joseph A. Litterer. 2nd edition. Published by John Wiley and Sons Inc. Vol. 1. ORGANIZATIONS: STRUCTURE AND BEHAVIOUR. 498 pages. £4 8s. cloth; £2 13s. paper-back. Vol. 2. ORGANIZATIONS: SYSTEMS, CONTROL AND ADAPTION. 417 pages. £4 8s. cloth; £3 2s. paper-back.

PLANNING IN EAST EUROPE (Industrial Management by the State), by Michael Kaser and Janusz G. Zielinski. 184 pages. The Bodley Head. 21s.

THE POLITICAL ECONOMY OF PROSPERITY, by Arthur M. Okun. 152 pages. Published by the Brookings Institution, Washington DC. Distributed by George Allen & Unwin. £1 15s.

REDUNDANCY PAYMENTS. An Annotation and Guide to the Redundancy Payments Act 1965, by H. Samuels. 2nd edition. 197 pages. Charles Knight. £1 18s.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127 r	126	110	101	132	124	120	138	142 r	169	–39	16	11
1968	115	120	135	135 r	112	104	139	128	141	144 r	142 r	155	–47	81	95
1969	117 p	123	142	142	112	103	135	135	144	131	131	163 r	208	14	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	–72	–100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147 r	143 r	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144 r	138 r	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141 r	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136 r	133 r	95	103	–14	13
2nd quarter	116	123	140 r	141	113	104	133	135	142	129 r	129 r	53	32	–6	–3
3rd quarter	117	123	142 r	143	113	103	137	142	151	132 r	130 r	—	–24	–9	–1
4th quarter	120 p	124	146 r	146	114	103	137	144	149	126	134	311 r	97	15	28
1969															
September		122				103									
October		122				103									
November		125				104									
December		124				103									
1970															
January		123 p				103									
February						104									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing			Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products home sales†	Basic hourly wage rates (all industries and services)	Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,566	114	105	–393
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,785	115	112	– 81
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	40
1967	108	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	120	–322
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–309
1969	117 p	124 p	131·8	5·4	125·0	115·9	197·4	538	200		167	168	366
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,363	158	143	–113
2nd quarter	104	125	125·0	4·3	119·5	112·5	185·8	550	180	24,321	158	139	–109
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,276	161	151	– 15
4th quarter	108	129	127·2	5·6	120·4	113·1	191·0	533	210	24,316	160	156	– 72
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	196·7	499	206	24,317	163	155	23
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·6	527	195	24,277 p	169	164	68
3rd quarter	116	131	132·0	5·0	126·1	116·5	197·8	581	192		168	175	135
4th quarter	117 p	124 p	133·7	5·1	127·3	118·0	201·5	545	207		169	178	140
1970													
1st quarter								526	200				
1969													
September	116	131	132·2	5·1	126·4	117·0	198·8	580	199		166	178	
October	116 p	129 p	133·2	5·4	125·9	117·5	199·0	555	202		171	178	
November	117 p	124 p	133·5	5·4	127·5	117·9	200·7	536	206		168	179	
December	117 p	124 p	134·4	4·7	128·4	118·6	204·9	545	214		170	177	
1970													
January	120 p	126 p	135·5	5·0	128·8 p	119·3 p	206·1	530	206		167	182	
February			136·2	4·9	129·7 p	119·7 p	208·8	512	202		172	174	
March								535	192				

† Not seasonally adjusted. ‡ Including re-exports

Trade credit and exports

THIS ARTICLE presents statistics of international trade credit and direct exports derived from the Board of Trade's inquiry into overseas transactions in 1968. Other results of the overseas transactions inquiry were published in the *Board of Trade Journal* of March 25 (in respect of overseas royalty transactions) and April 8 (in respect of private direct investment and the earnings on it). Some provisional estimates of international trade credit for 1969, based on partial quarterly inquiries and other information, are also included.

The information collected in the inquiry for 1968 was broadly the same as in previous inquiries, i.e. firms were asked for details of credit relating to United Kingdom imports, exports and re-exports, whether handled by manufacturers or merchants; credit relating to international commodity sales arranged by United Kingdom merchants; and credit transactions of United Kingdom contracting firms operating overseas. The questions about credit extended covered both the credit extended by exporters themselves and credit in the form of bills or promissory notes discounted, assigned or sold to United Kingdom banks.

Information was not collected in this inquiry about credit extended to overseas purchasers by banks and other financial institutions under the Financial Guarantee and Buyer Credit Guarantee schemes, details of these transactions being obtained from the Export Credit Guarantee Department, which arranges them. These details, however, have been added to Table 1.

As in previous inquiries, the international trading and credit transactions of oil companies and the central government were excluded. Some public corporations (e.g. the British Steel Corporation) were, however, covered. Figures have been incorporated in Table 1 in respect of credit originally extended by United Kingdom firms which has been transferred to the Export Credits Guarantee Department because of defaults in payment by the overseas purchaser, for which the United Kingdom firm has been reimbursed by ECGD. Many of these 'bad debts' will be recovered, although a proportion will eventually be written off as irrecoverable. The amount of such debts outstanding at the end of 1968 was £59 million.

Since the previous inquiry, further improvements have been made in the coverage of the inquiry, especially in respect of advance payments and credit received in respect of imported ships and of credit flows between members of international groups between which there is no direct investment link; in a number of cases the level of outstanding credit shown has been altered compared with previous articles.

In order that the figures collected in this inquiry could be dovetailed into the figures already available and used in the balance of payments accounts, firms were asked to report separately on credit extended represented by bills and promissory notes, distinguishing bills discounted with banks, and bills owned by exporting firms but lodged with banks (the latter representing part of credit extended by United Kingdom firms in Table 1). These details help to identify the overlap between the figures reported in the overseas transactions inquiry and those elements of export finance contained in the Bank of England's series of 'External Liabilities and Claims'.

The figures in Table 1 include an allowance for non-respondents to the inquiry, together with an allowance for those firms with small amounts of overseas trade credit which were not approached in the current inquiry. Although the results for all firms in Table 1 are published in terms of £ million, they cannot be taken as accurate to that degree. The figures for 1969 also relate to all firms, though they are incomplete in some respects and subject to considerable margins of error. They will be revised in the light of fuller annual information which will not become available until later.

Summary of results

Table 1 indicates that credit extended on United Kingdom exports during 1968 rose by over £350 million, or about 21 per cent of the level outstanding at the end of 1967. This rate of increase was slightly faster than the rate of growth of exports between 1967 and 1968. About half of the increase in export credit came from exporters and about half directly from banks (just under a quarter in the form of bills discounted unth United Kingdom banks and just over a quarter from credit extended under the Financial Guarantee scheme).

The increase in credit extended in 1968 was considerably above the increase in 1967, and provisional estimates for 1969 indicate that there was a further substantial increase, of the same order, although possibly slightly smaller than the increase in 1968.

Credit received by United Kingdom firms also rose substantially during 1968, after showing comparatively little change during 1967, most of the increase coming from unrelated overseas concerns, and a substantial proportion representing credit received in respect of imported ships. Credit received in 1969 is believed to have been exceptionally high because of the effect of the import deposit scheme in stimulating importers to seek credit from their overseas suppliers; in addition to which a number of special arrangements were made whereby overseas governments arranged to pay import deposits directly on behalf of overseas suppliers (involving an inflow of some £60 million). The extent of this increase in credit received in 1969 is more than usually uncertain because of the incomplete nature of the quarterly sample inquiries on which the estimates are based, and of conflicting evidence on the extent to which firms have been able to finance import deposits from internal or domestic sources without recourse to foreign suppliers; but it is at present thought that in total some £200 million of credit was received, of which over half was due to the import deposit scheme and a further fifth or so was due to credit received on imported ships.

Down-payments on exports increased only slightly in 1968. Down-payments on imports rose considerably more, virtually the entire change arising from advance payments for imported ships. A high level of deliveries of ships in the first half of 1969 led, however, to a fall in outstanding down-payments on imports during 1969, which are replaced on delivery by an entry of opposite sign for credit received.

Credit extended under the Financial Guarantee Scheme (and, also, in 1969 under the Buyer Credit Guarantee Scheme), whereby credit is advanced by United Kingdom banks to foreign buyers of United Kingdom exports subject to ECGD guarantee, continued to grow strongly during 1969, rising by £97 million, much the same amount as in 1968.

Exports analysed by length of credit

As in previous inquiries, firms were asked for the value of the direct exports, analysed according to the credit terms on which they were made. Direct exports were defined as those exports for which the firm making the return, its own export companies or export agents working to its instruction, submitted export documents to HM Customs.

It was recognized that these figures would not necessarily represent the whole of a firm's contribution to the export earnings of the United Kingdom since some part of its output might be sold to other United Kingdom firms and in turn exported by them with or without further processing.

Firms were asked to divide their total direct exports according to the original period of credit extended. Where payment was made by instalments, the period to final payment was taken as the length of credit extended. They were also asked to group exports made under Financial Guarantees with other exports on credit terms over five years.

Table 2 summarizes the returns received in the inquiry, classifying returns to broad industry groups. The exports of the firms covered in this table represented about three-quarters of total exports and re-exports in 1968, a similar proportion to that of previous inquiries. It is thought that a relatively large proportion of firms not covered in the table were exporting on credit terms of not more than one year, and that the figures in the table may overstate the proportion of exports on credit terms of over a year. There would, however, be some omissions in the longer credit categories as a number of firms were unable or unwilling to provide the necessary details. Where possible, returns for such firms were constructed using any available details (e.g. using ECGD data on exports under Financial Guarantees). In Table 3 a rough

attempt has been made to allow for non-response. It is not possible to attempt such estimates for individual industry groups. Also, since the coverage of exports subject to longer terms of credit has been improved in the current inquiry, the adjustments for non-response in 1968 are less substantial than for the earlier two years, for which subsequent investigations have indicated a number of errors and omissions in reporting exports on long credit terms.

The growth of the percentage of exports on credit terms of over five years is mainly a reflection of the growth of the Financial Guarantee Scheme. The percentage of exports on cash or credit of up to 180 days remained virtually unchanged during the three years 1966-68, though there appears to have been a slight shift towards credits of three months or less, rather than six months.

Notes and definitions

The inquiry asked for returns showing amounts of international trade credit outstanding in connection with companies' trading transactions, i.e. exports, imports and re-exports of goods from the United Kingdom, and the purchase and sale of goods abroad which did not enter the United Kingdom or were merely transhipped in the United Kingdom, including any charges for services which formed part of the contracts, e.g. installation charges.

It covered transactions between United Kingdom and all overseas concerns. These concerns could be either parent companies, branches, subsidiaries or associates of the reporting companies, or not related with them in any way, these two categories being reported separately.

The statistics relate to the 'United Kingdom', which is defined as Great Britain, Northern Ireland, Isle of Man and Channel Islands.

No approach was made to Government departments, public corporations (other than British European Airways, British Overseas Airways Corporation and the British Steel Corporation), oil companies or to most small firms. Companies were asked to make

(*Continued on next page*)

Table 1. International trade credit, 1967-69

Estimates for all firms (excluding oil companies) — £ million

	Increase during 1967			Increase during 1968			Outstanding at end 1968			Increase during 1969 (‖)		
	Total	Due from related concerns	Due from unrelated concerns(‡)	Total	Due from related concerns	Due from unrelated concerns (‡)	Total	Due from related concerns	Due from unrelated concerns(‡)	Total	Due from related concerns	Due from unrelated concerns(‡)
CREDIT EXTENDED:												
Credit extended by United Kingdom firms (†)	44	12	32	174	25	149	1,516	440	1,076	173	60	113
Of which: Unmatured bills and notes lodged, but not discounted with banks in the UK	4	..	..	36	..	..	261	..	..	..	..	..
Bills and notes covering outstanding credit which were discounted, assigned or sold to banks in the UK	52	8	44	89	39	50	364	123	241	113	..	..
Credit extended under Financial Guarantee with Buyer Credit schemes	90	—	90	98	—	98	284	—	284	97	—	97
Total credit extended	186	19	166	361	64	297	2,164	563	1,601	383	..	..
Less, advance and progress payments on exports	—10	1	—11	4	5	— 1	94	12	82	43	..	43
TOTAL NET CREDIT EXTENDED	196	18	177	357	59	298	2,070	551	1519	340	..	..
	Total	Due to related concerns	Due to unrelated concerns(‡)	Total	Due to related concerns	Due to unrelated concerns(‡)	Total	Due to related concerns	Due to unrelated concerns(‡)	Total	Due to related concerns	Due to unrelated concerns(‡)
CREDIT RECEIVED:												
Credit received by United Kingdom firms	—10	—11	1	74	17	57	534	291	243	220 (§)	—	220 (§)
Of which: Bills accepted	5	4	1	14	5	9	113	60	53			
Less, advance and progress payments on imports	— 2	— 1	— 1	22	1	21	57	5	52	..	..	..
TOTAL NET CREDIT RECEIVED	— 8	—10	2	52	16	36	477	286	191	220	—	220

(†) Including debts owed by overseas purchasers to Export Credits Guarantee Department
(‡) Including transactions between members of international group whose only link is a common overseas parent company ('sister companies')
(§) Net of advance and progress payments on ships. This estimate is based on very incomplete evidence (see text on 'Summary of results').
(‖) These estimates make use of other information besides that collected in the quarterly sample inquiry. They do not include £60 million in respect of import deposits paid directly to HM Customs from overseas

Table 2. Analysis of direct exports by terms of original credit.†

Analysis of returns received — Original terms on which exports were made

Industry Group	Number of enterprises	Total Exports		Cash or Credit of up to 60 days		Credit of 61-180 days		Credit of 181 days to 1 year		Credit of over 1 year and up to 3		Credit of over 3 years and up 5		Credit of over 5 5 years (‡)	
		£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent
Food, drink and tobacco	79	261·7	100	221·8	85	30·8	12	1·1	—	0·5	—	—	—	7·6	3
Chemicals and allied industries	132	558·8	100	306·9	55	239·9	43	7·5	1	0·7	—	—	—	3·7	1
Metal manufacture	51	365·3	100	270·2	74	78·2	21	8·8	2	2·3	1	5·8	2	—	—
Non-electrical engineering	335	621·3	100	287·6	46	185·2	30	47·2	8	50·4	8	20·1	3	30·8	5
Electrical engineering	87	520·9	100	131·7	25	216·6	42	81·4	16	40·5	8	30·8	6	19·9	4
Shipbuilding and vehicles (other than motor)	30	230·8	100	103·4	45	21·1	9	9·5	4	3·5	2	20·1	9	73·2	32
Motor vehicles	30	790·4	100	516·6	65	226·3	29	27·9	4	9·7	1	6·3	1	3·6	—
Textiles, clothing and footwear	270	342·3	100	247·1	72	74·7	22	13·3	4	2·5	1	1·1	—	3·6	1
Paper, printing and publishing	70	107·7	100	55·3	51	50·3	47	1·6	1	0·5	—	—	—	—	—
Rubber	19	61·9	100	32·9	53	25·4	41	3·4	5	0·2	—	—	—	—	—
Other manufacturing industries	232	357·1	100	252·0	71	94·4	26	5·9	2	0·7	—	0·5	—	3·7	1
Distribution	347	344·4	100	187·3	54	121·2	35	10·6	3	4·6	1	1·0	—	19·6	6
Other activities	100	133·6	100	77·6	58	43·7	33	6·6	5	0·8	1	0·4	—	4·5	3
All industries	1,782	4,696·4	100	2,690·3	57·3	1,407·7	30·0	224·8	4·8	117·1	2·5	86·3	1·8	170·2	3·6

†Excludes oil companies and public sector enterprises. ‡Includes exports made under Financial Guarantee Scheme.

TRADE CREDITS AND EXPORT, *continued*

Industry codes for United Kingdom companies

Group	1968 Standard Industrial Classification
Food, drink and tobacco	Order III
Chemical and allied industries	Order V
Metal manufacture	Order VI
Mechanical engineering	Orders VII, VIII
Electrical engineering	Order IX
Shipbuilding, marine engineering, vehicles other than motor vehicles	Order X, MLH 380, 382-385
Motor vehicles	MLH 381
Textile, clothing and footwear	Orders XIII, XIV, XV
Printing, paper, and publishing	Order XVIII
Rubber	MLH 491
Other manufacturing industries	Orders XII, XVI, XVII, MLH 492-499
Distribution	Order XXIII
Other activities	Order I, II, XX XXI, XXII, XXIV, XXV, XXVI MLH 261-263

returns for their accounting years if information were not available for calendar years. 'Credit outstanding' was defined as the difference between the value of goods and services provided under contracts with overseas residents, and payments received or made, and as such included in 'Accounts Receivable' or 'Accounts Payable' in the companies' books.

Only credit concerned with contracts for which a United Kingdom company acted as a principal or as the leader of a consortium was included, but this included goods and services provided on subcontract by other United Kingdom registered companies. Work done on sub-contract was excluded in order to avoid duplication. Where overseas concerns were involved either as main or as subcontractors, account was taken only of that part of a contract which related to United Kingdom companies.

On transactions for which companies had been reimbursed by ECGD, they were asked to include only that part of the debt outstanding which had not been covered by ECGD. Figures of debts outstanding in respect of export credit for which Export Credits Guarantee Department had reimbursed the United Kingdom exporter were obtained from that Department. Deposits or progress payments in advance of the shipment of exports were recorded separately. For goods exported on consignment, firms were asked to return as credit the values not paid for by the end of each reporting period. Values used were to be those in companies' books, even though the eventual realized values might be different. There was a separate heading for bills connected with companies' overseas trade transactions which had been lodged with a bank in the United Kingdom for whatever purpose, but not discounted or assigned. The nominal value of bank or trade bills or promissory notes discounted with, or assigned to, a bank in the United Kingdom which had not matured by the end of each reporting period, though not part of 'Accounts Receivable' in the companies' accounts, was also returned separately.

Companies were also asked to return, at nominal values, unmatured bank or trade bills or promissory notes in connection with United Kingdom imports of goods, other purchases of goods and related services, which they, or a United Kingdom bank acting on their behalf, had accepted.

Bills lodged with banks in the United Kingdom

Unmatured bills of exchange and promisory notes lodged with (but not discounted with or assigned to) banks in the United Kingdom. The bills and promissory notes may be lodged as security for an overdraft or simply for collection at maturity.

Bills covering outstanding credit which were discounted or assigned

The figures relate to credit by bills of exchange discounted, assigned, or sold, or by promissory notes held, excluding those in connection with the Financial Guarantee Scheme.

Bills accepted in connection with credit received

Unmatured promissory notes issued and bills of exchange accepted either by United Kingdom purchasers or by banks in the United Kingdom acting on their behalf, in connection with credit received on imports or other purchases of goods, etc.

Table 3. Percentage analysis of exports analysed by credit terms 1966-68†

Original terms on which exports were made	Percentage of total exports 1966	1967	1968
Cash or credit of up to 60 days	56·3	56·6	57·8
Credit of 61 to 180 days	31·5	31·2	30·2
Credit of 181 days and up to 1 year	6·8	5·5	4·7
Credit of over 1 year and up to 3 years	2·5	2·8	2·4
Credit of over 3 years and up to 5 years	1·5	1·1	1·7
Credit of over 5 years	1·4	2·8	3·3
Total	100	100	100

(†) Adjusted approximately for non-response

Exports analysed by credit terms

Firms were asked to give estimates in percentage terms of the proportions of direct exports according to the length of term of credit extended (to final payment where payment was by instalments), reasonable estimates being accepted if precise figures were not available.

Returns to the inquiry were coded to one of the following industry groups, based on the main activity of the enterprise. Each industry group is defined in terms of the Standard Industrial Classification, 1968.

Preliminary estimates of national income and balance of payments 1964 to 1969

THE ANNUAL White Paper 'Preliminary Estimates of National Income and Balance of Payments' (Cmnd. 4328, HMSO, price 4s. 6d.) prepared by the Central Statistical Office, was published on April 8. Comparable estimates, revised in the light of new information, are also given for the national income and balance of payments in respect of 1968 and earlier years. The layout of the White Paper is substantially the same as that published last year.

New companies registered in March

BELOW ARE DETAILS of new companies registered in Great Britain during March 1970 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100		—	1,662
Over £100 but under £1,000		—	103
£1,000 but under £10,000		—	566
£10,000 but under £50,000		—	112
£50,000 but under £100,000		—	14
£100,000 but under £1,000,000		—	7
£1,000,000 and over		—	—
Total number	2,464	—	2,464
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	5,098	—	5,098

Companies registered in Great Britain in 1969 and 1970

	1969		1970	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,077	6,597	2,087	5,528
February	1,892	7,408	2,156	7,556
March	2,227	25,151	2,464	5,098
April	2,066	5,614		
May	2,089	6,272		
June	1,979	5,643		
July	2,133	10,764		
August	1,880	4,667		
September	1,841	6,324		
October	1,806	5,062		
November	1,988	4,221		
December	2,150	4,399		
Total	24,128	92,122		

Retail sales in February

THE VOLUME of retail trade remained at much the same level in the three months ended February 1970 as in the preceding three months, with a 1 per cent rise in the sales of food shops and a 1 per cent fall in the sales of durable goods shops, influenced by the low figure for January.

The seasonally adjusted index of the total volume of sales in February was 104 (1966 = 100), following 104 in November and 103 in December and January. These movements were within the range of fluctuation of the series. After allowing for seasonal influences, both clothing and footwear and durable goods shops showed some recovery from the low figures recorded in January, but the volume of sales of food shops fell back from the January figure.

Starting last month, the detailed monthly statistics of retail trade are being published in the *Business Monitor* series, rather than in the *Board of Trade Journal*. Seasonally adjusted index numbers for the broad groups of shops will still be published in the *Journal*, and the *Business Monitor* will be issued on the same day.

There will be four *Business Monitors* for retail trade, each one relating to a group of shops, i.e.

S.D.1 Food shops
S.D.2 Clothing and footwear shops
S.D.3 Durable goods shops
S.D.4 Miscellaneous non-food shops

Each *Monitor* will contain detailed figures by kind of business for a run of months for the appropriate group of shops, together with totals for each of the other three groups, and for mail order businesses and department stores. A brief commentary will also be included.

Business Monitors may be obtained from HM Stationery Office, PO Box 569, London, S.E.1. The annual subscription for each of these *Monitors* is £2.

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	105	101	108	105	119	106
2nd quarter	102	101	103	102	101	103
3rd quarter	103	102	104	104	105	103
4th quarter	104	104	104	105	106	104
1969 1st quarter	102	103	101	103	102	100
2nd quarter	104	103	104	105	103	103
3rd quarter	103	103	103	105	103	102
4th quarter	103	103	103	104	106	102
1969 Sept.-Nov.	103	103	103	104	106	103
Dec.-Feb. 1970	103	104	103	104	105	102
Percentage increase	—	1	—	—	-1	—
1969 July*	102	102	101	104	99	101
August	105	105	105	106	107	103
September*	103	103	103	104	105	102
October	103	103	103	102	105	103
November	104	103	104	106	107	103
December*	103	103	103	104	105	102
1970 January	103	104	102	103	103	103
February	104	103	104	106	107	103

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	109	106	111	107	121	110
2nd quarter	107	106	108	105	106	109
3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	113	112
1969 1st quarter	112	114	110	108	110	112
2nd quarter	114	115	114	113	112	115
3rd quarter	115	116	114	113	112	115
4th quarter	116	117	116	114	116	117
1969 Sept.-Nov.	116	117	115	113	116	117
Dec.-Feb. 1970	118	119	117	114	116	118
Percentage increase	1	2	1	1	—	1
1969 July*	113	114	112	111	108	113
August	116	117	116	115	116	116
September*	115	116	114	112	114	116
October	116	117	115	111	116	117
November	117	117	117	116	118	117
December*	116	118	116	114	115	117
1970 January	118	119	116	113	115	119
February	119	119	119	117	119	120

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by February 1970 sales was the four weeks from February 1, 1970 to February 28, 1970, the corresponding period in 1969 was from January 26, 1969 to February 22, 1969. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(†) Including department stores and mail order businesses.

Retailers stocks in February

THE VALUE of stocks held by retailers at the end of February showed an increase of 5 per cent compared with February 1969; this was the smallest increase recorded since the beginning of 1968.

At constant prices retailers' stocks were only 1 per cent higher than in the corresponding month last year.

Estimate of levels and percentage increases in retailers stocks

Index numbers (end 1960 = 100) *and Percentage increase on a year earlier* (At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166	170	168	162	168	167	179	192	169
1970	161	164										
1968	*2*	*2*	*5*	*5*	*6*	*6*	*8*	*8*	*9*	*10*	*11*	*13*
1969	*11*	*12*	*11*	*10*	*9*	*10*	*10*	*9*	*9*	*9*	*9*	*7*
1970	*7*	*5*										
At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134	138	135	130	134	133	142	152	133
1970	126r	128										
1968	*1*	*1*	*4*	*2*	*3*	*2*	*4*	*4*	*5*	*5*	*6*	*8*
1969	*5*	*6*	*5*	*5*	*4*	*5*	*5*	*5*	*4*	*4*	*4*	*3*
1970	*2*	*1*										

r = Revised figure

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext*, 3038) *who compile the half-yearly index to the* Journal.

Hire purchase and other instalment credit business in February

NEW INSTALMENT CREDIT extended by finance houses in January and February, after seasonal adjustment, continued at much the same level as in the fourth quarter of 1969. The usual comparison of credit extended in the latest three months (December-February) with the previous three months shows an increase of 7 per cent, but this is largely the effect of a marked fluctuation in business between November and December. A similar comparison for the instalment credit sales of durable goods shops shows a 4 per cent increase in the seasonally adjusted value of business, which partly reflects a sharp rise in the index for February.

Total debt outstanding to finance houses, durable goods shops and department stores fell by £12 million in the three months ended February; but after allowing for the downward movement which is usual at the time of year, the seasonally adjusted series increased by £7 million.

Finance houses

Credit extended by finance houses in February was 14 per cent more than in the same period last year. This much larger increase than the 4 per cent rise on a year earlier recorded in January mainly reflects the low level of business in February 1969, but there was also a small increase between January and February this year, in seasonally adjusted terms.

In February, credit advanced showed increases on a year earlier in almost every category of finance house business. Credit advanced for new cars increased by 7 per cent and for used cars by 9 per cent: household goods showed no change, but large increases were recorded for farm equipment (81 per cent, in a series which is subject to marked fluctuations) and industrial and building plant and equipment (32 per cent).

Debt owing to finance houses rose in the month by £3 million, most of which is explained by seasonal factors.

Durable goods shops and department stores

In February, instalment credit sales by durable goods shops were 14 per cent more in value than the subdued level of a year earlier: in January the increase was 7 per cent. The greater buoyancy in February was due to increases in credit business by both furniture shops and other durable goods shops; the latter include gas and electricity showrooms, which experienced much higher levels of instalment credit sales in February after a dull January.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1966	904	235	669	1,041	-137
1967	981	235	746	1,027	- 46
1968	1,027	258	769	996	31
1969	930	229	701	956	- 26
1966 1st quarter	270	69	201	274	- 4
2nd quarter	251	61	190	268	- 17
3rd quarter	202	55	147	251	- 49
4th quarter	181	50	131	248	- 67
1967 1st quarter	198	53	145	254	- 56
2nd quarter	215	53	162	254	- 39
3rd quarter	274	61	213	261	13
4th quarter	294	68	226	258	36
1968 1st quarter	292	77	215	264	28
2nd quarter	227	59	168	249	- 22
3rd quarter	251	64	187	243	8
4th quarter	257	58	199	240	17
1969 1st quarter	225	56	169	242	- 17
2nd quarter	223	57	166	239	- 16
3rd quarter	234	58	176	235	- 1
4th quarter	248	58	190	240	8

(†) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses, durable goods shops and department stores £ million		Finance Houses				Durable Goods Shops			
			New instalment credit extended per calendar month (Index 1966 = 100)		Increase in debt £ million		*Instalment credit sales per week (Index 1961 = 100)*		Increase in debt £ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966	-137		*100*		-84		*93*		-51	
1967	- 46		*111*		-15		*94*		-30	
1968	31		*115*		26		*102*		2	
1969	- 26		*105*		-21		*94*		- 5	
1966 1st quarter	-11	- 4	118	*120*	4	3	97	*104*	-13	- 5
2nd quarter	8	-17	129	*114*	24	- 5	90	*95*	-15	-11
3rd quarter	-52	-49	89	*88*	-36	-33	86	*88*	-15	-15
4th quarter	-82	-67	64	*78*	-76	-49	97	*83*	- 8	-20
1967 1st quarter	-59	-56	87	*86*	-39	-41	81	*87*	-18	-12
2nd quarter	-18	-39	113	*96*	- 4	-27	83	*88*	-13	-11
3rd quarter	11	13	129	*128*	20	21	93	*96*	- 8	- 8
4th quarter	20	36	117	*135*	8	32	122	*105*	9	1
1968 1st quarter	24	28	129	*128*	25	24	111	*120*	- 1	4
2nd quarter	2	-22	116	*101*	9	-18	86	*92*	- 6	- 3
3rd quarter	5	8	113	*112*	7	9	96	*99*	- 1	—
4th quarter	—	17	101	*118*	-15	11	113	*98*	10	1
1969 1st quarter	-20	-17	102	*102*	- 7	- 9	87	*93*	-10	- 5
2nd quarter	7	-16	114	*99*	9	-17	88	*93*	- 1	2
3rd quarter	- 4	- 1	106	*105*	- 2	1	91	*94*	- 2	- 2
4th quarter	- 9	8	96	*113*	-21	4	113	*97*	8	—
1969 September	- 4	3	100	*108*	- 3	4	92	*93*	- 1	- 1
October	- 3	1	110	*114*	- 4	1	108	*96*	1	—
November	—	- 1	93	*104*	- 4	- 2	116	*98*	3	—
December	- 6	8	85	*122*	-13	5	115	*97*	4	—
1970 January	- 7	- 2	100	*111*	- 7	- 3	94	*98*	1	2
February	1	1	110	*114*	3	1	99	*105*	- 2	—
3 months ended November 1969	- 7	3	101	*109*	-11	3	104	*96*	3	- 1
3 months ended February 1970	-12	7	98	*116*	-17	3	103	*100*	3	2
Percentage increase			- 2	*7*			- 1	*4*		

The value of credit sales by department stores showed an increase of 9 per cent between February 1969 and February 1970 after little change on a year earlier in January. Taking January and February together, the increase was much the same as on average in the third and fourth quarters.

Other instalment credit retailers

Instalment credit sales in February by general mail order houses, which account for the greater part of the credit business of this group of retailers, were 28 per cent more by value than in February 1969; but business in February 1969 was much affected by the postal strike at the beginning of the period. The debt outstanding to this group of retailers declined by £3 million in February, or by about half the normal seasonal reduction between January and February.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 3. Hire purchase and other credit instalments outstanding

£ million end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244										
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30										
Finance Houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783										
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057										
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223										
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280										

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
	(£673)		(£303)		(£54)							
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	- 1	94	- 7	118	3	117	- 3	219	4	91	- 2
1966 1st quarter	115	2	97	- 9	95	8	96	-12	162	14	71	- 1
2nd quarter	119	—	90	-14	97	1	120	2	176	8	86	- 5
3rd quarter	111	- 6	86	-19	92	- 6	108	- 7	160	8	83	- 5
4th quarter	152	- 7	97	-26	128	- 5	176	- 6	237	6	134	1
1967 1st quarter	108	- 6	81	-17	89	- 6	90	- 6	170	5	69	- 2
2nd quarter	118	- 1	83	- 8	96	- 1	110	- 8	186	6	84	- 3
3rd quarter	116	5	93	7	100	5	103	- 4	167	4	82	- 1
4th quarter	170	12	122	25	148	13	175	- 1	256	8	131	- 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	- 6	107	4	95	- 7	187	7	83	- 1
4th quarter	178	3	113	- 1	156	5	175	1	294	6	131	- 1
1969 September*	127	—	92	- 8	106	5	96	-11	205	8	87	4
October	163	2	108	- 6	130	6	131	—	283	8	86	2
November	186	5	116	—	146	4	167	1	323	8	127	12
December*	184	2	115	3	185	4	217	—	280	2	171	- 8
1970 January	115	7	94	7	117	—	89	6	167	10	60	4
February	136	19	99	14	98	9	92	1	233	28	61	11

(Continued on next page)

HIRE PURCHASE – *continued*

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	–17	100	–15	82	–19	95	–19	93	–15	94	–15	92	–15	92	–19	76	–21
1967	94	2	104	4	81	– 1	91	– 4	88	– 5	86	– 8	90	– 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	– 7	107	– 5	78	–10	84	–12	81	–11	79	– 9	82	–12	109	– 4	84	– 7
1966 1st quarter	97	– 9	101	– 9	90	– 9	106	– 7	95	– 2	95	3	96	– 6	97	–14	85	– 9
2nd quarter	90	–14	97	–13	79	–14	96	–14	91	–10	93	–11	89	– 8	88	–17	73	–18
3rd quarter	86	–19	96	–16	73	–23	84	–24	88	–18	90	–17	86	–18	85	–19	66	–24
4th quarter	97	–26	106	–22	86	–30	93	–31	98	–26	98	–28	98	–25	98	–24	81	–30
1967 1st quarter	81	–17	88	–13	71	–21	79	–26	76	–21	73	–23	78	–18	85	–12	70	–18
2nd quarter	83	– 8	93	– 5	69	–12	80	–16	76	–16	74	–20	79	–11	89	1	68	– 6
3rd quarter	93	7	103	8	78	7	89	5	84	– 5	79	–12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	– 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	– 1	79	—	86	– 2	109	8	84	4
4th quarter	113	– 7	123	– 8	101	– 4	109	– 7	101	–13	96	–19	107	– 9	125	– 1	104	– 3
1969 1st quarter	87	–22	95	–21	77	–22	78	–27	71	–26	66	–28	77	–24	102	–18	83	–19
2nd quarter	88	2	102	4	69	– 3	77	—	78	– 3	80	—	75	– 7	99	9	71	– 2
3rd quarter	91	– 6	104	– 5	74	– 6	79	–11	77	– 7	74	– 7	79	– 8	105	– 4	79	– 6
4th quarter	113	– 1	127	3	95	– 7	104	– 5	97	– 4	95	– 1	99	– 8	129	3	104	1
1969 September*	92	– 8	108	– 7	72	– 8	80	12	75	– 9	74	– 7	76	–10	110	– 7	82	– 6
October	108	– 6	120	– 6	88	–10	113	6	92	– 5	87	– 3	97	– 6	120	– 9	91	–12
November	116	—	128	3	99	– 3	110	–10	96	– 5	89	– 1	104	– 8	134	5	104	2
December*	115	3	132	11	96	– 7	91	– 8	101	– 4	106	—	96	– 8	132	11	116	9
1970 January	94	7	101	10	86	3	85	2	80	5	74	13	86	– 1	108	8	99	22
February	99	14	111	16	87	10	76	13	83	15	87	24	80	7	118	13	102	17

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

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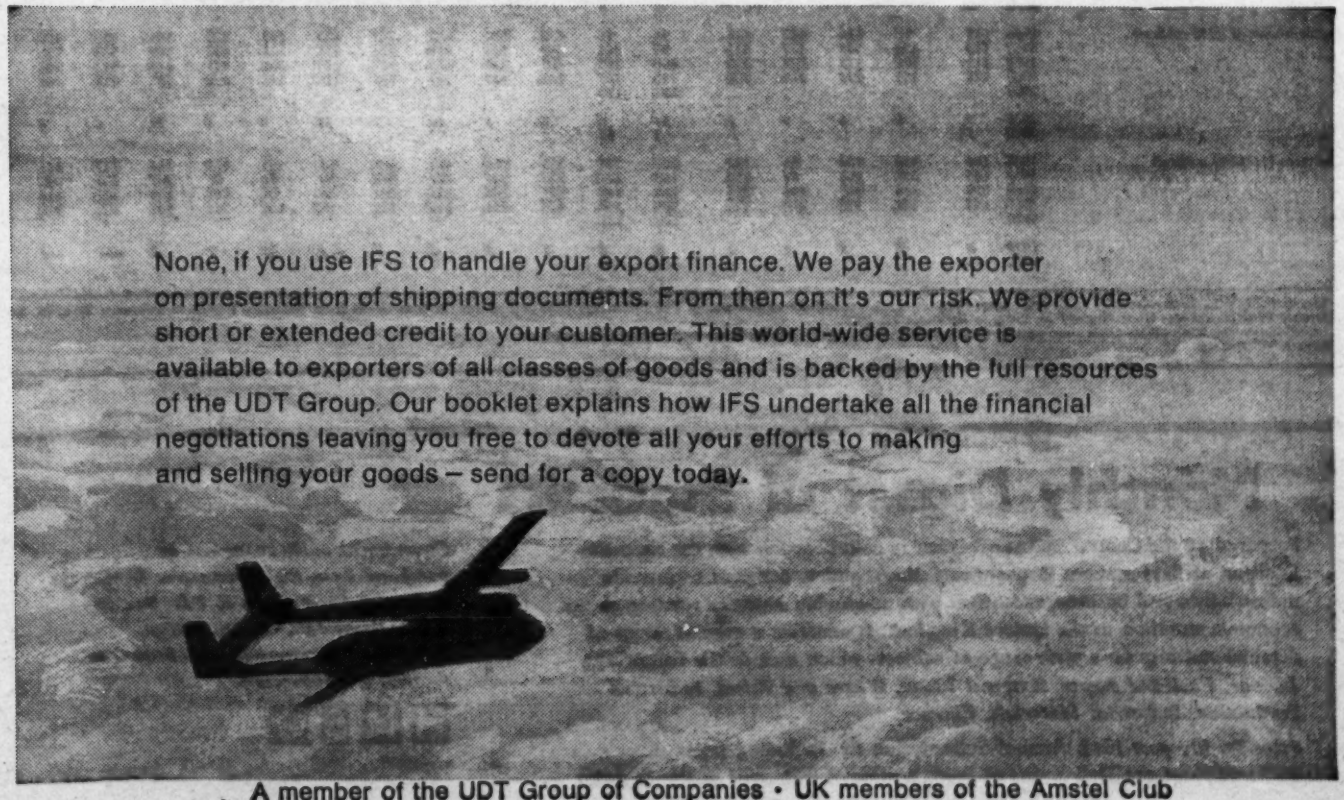
Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	– 5	98	– 2	113	13	106	6	96	– 4
1968	115	3	110	– 5	117	—	117	14	109	4	118	23	95	– 3	110	– 3	127	20	117	22
1969	105	– 9	91	–18	101	–14	128	9	77	–29	114	– 4	96	1	105	– 5	107	–16	128	10
1966 1st quarter	118	– 2	130	–11	115	—	118	6	113	– 9	90	–12	87	30	115	1	116	–11	116	13
2nd quarter	129	– 9	142	–18	138	– 5	125	2	154	–22	133	– 1	105	21	114	– 9	101	–17	101	–12
3rd quarter	89	–21	83	–31	89	–23	89	– 4	92	–36	114	– 4	125	5	90	–17	90	–18	90	–14
4th quarter	64	–32	44	–48	58	–36	69	–25	41	–58	63	–17	83	–17	84	–15	94	–27	93	–16
1967 1st quarter	87	–26	83	–36	81	–30	91	–23	53	–53	80	–11	81	– 7	108	– 6	100	–14	94	–19
2nd quarter	113	–13	106	–25	115	–17	114	– 9	138	–10	114	–14	89	–15	127	12	96	– 5	98	– 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	– 4	121	5	121	6	126	– 9	140	22	85	– 5	116	– 9	113	19	121	23
3rd quarter	113	–12	108	–22	123	–19	102	1	128	– 5	141	23	104	–14	98	–12	121	21	105	16
4th quarter	101	–14	92	–31	93	–24	112	7	79	–15	79	9	108	7	104	– 2	139	9	119	19
1969 1st quarter	102	–21	92	–34	96	–27	131	– 2	63	–39	92	–17	85	1	101	–17	116	–14	129	7
2nd quarter	114	– 2	103	1	114	– 6	139	15	93	–26	152	8	95	11	104	–10	99	–13	133	10
3rd quarter	106	– 6	95	–12	105	–14	118	16	90	–30	124	–12	103	– 1	108	10	98	–19	123	17
4th quarter	96	– 5	72	–21	89	– 4	124	10	64	–19	87	9	103	– 5	106	1	116	–16	126	5
1969 September	100	—	86	– 9	100	– 9	113	23	81	–25	135	7	107	9	98	21	98	–12	107	19
October	110	– 8	89	–22	106	–14	139	10	86	–26	130	18	123	15	117	8	116	–22	120	6
November	93	–10	72	–28	86	– 7	117	3	62	–24	71	—	88	–17	105	2	115	–18	119	– 9
December	85	8	56	– 8	75	20	115	20	43	15	60	5	98	–12	95	– 7	117	– 9	138	22
1970 January	100	4	87	11	85	1	128	6	57	18	71	15	78	–24	107	5	127	– 7	154	10
February	110	14	94	7	104	9	137	10	71	20	100	21	112	81	113	32	106	—	151	32

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.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Turnover of the catering trades, laundries and dry cleaners and hairdressers in February

Note: *All figures in this commentary are at current prices.*

THE TURNOVER of the catering trades in February was 10 per cent more than the rather low figure a year earlier. The laundry and dry cleaning trade and hairdressers each showed increases in turnover of 4 per cent compared with the rather dull February 1969 period.

Catering trades

After making adjustment for seasonal effects the turnover of the catering trades in the three months ended February 1970 was 1 per cent higher than in the previous three months, continuing the upward trend. The figure for February itself was above the fairly high one recorded in January.

Catering trades' turnover
Seasonally adjusted index numbers of sales per week

1964 = 100

	1968	1969
1st quarter	116	122
2nd quarter	116	126
3rd quarter	118	126
4th quarter	122	129

3 months ended:	November 1969	129
	February 1970	130

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*†

1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
(£1,985 million)	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1970						111	115										
	1969	*7*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
	1970	*7§*					*3*	*10*										
Licensed hotels and holiday camps	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
(£286 million)	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	112
	1970						95	99										
	1969	*8*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
	1970	*12§*					*10*	*15*										
Restaurants, cafes, etc., and fish and chip	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
shops (£521 million)	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1970						107	112										
	1969	*5*	*3*	*6*	*5*	*6*	*7*	*—*	*2*	*4*	*7*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
	1970	*6§*					*4*	*8*										
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1970						118	120										
	1969	*9*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
	1970	*7§*					*2*	*12*										
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1970						116	118										
	1969	*4*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*- 1*	*5*	*7*	*3*	*—*	*- 1*
	1970	*-1§*					*- 2*	*—*										

† The monthly periods consist of four weeks, except those marked * which are of five weeks. The February, 1970 period was the four weeks from February 1 1970, to February 28, 1970. the February 1969 period was from January 26, 1969, to February 22, 1969.
‡ Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.
§ January - February.

Monthly Digest of Statistics

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CATERING TRADES, LAUNDRIES, DRY CLEANERS AND HAIRDRESSERS, *continued*

Public houses' turnover in February showed a marked increase of 12 per cent compared with a year earlier. In January the increase had been small, reflecting a high level of business the previous year. Making comparison with two years ago, the increase in turnover in February was rather more than in January or in the fourth quarter of 1969.

Licensed hotels increased their turnover by 15 per cent compared with February 1969 and by 22 per cent compared with February 1968. This was not quite such a large increase over the two year period as was recorded in January but it still reflects a high turnover for the time of year.

The turnover of restaurants, cafes and fish and chip shops in February was 8 per cent more than a year earlier, but in February 1969 it had been rather low. Canteens' turnover was marginally lower than in February last year but the decline compared with a year earlier was not as much as in December and January.

Laundries and dry cleaners

The turnover of laundries and dry cleaners in February was fairly firm for the time of year and in the first two months of 1970 showed an increase of 3 per cent over the corresponding period in 1969, larger than the average increase in 1969 compared with 1968. Laundries' turnover has been increasing fairly steadily during 1969 and 1970, but dry cleaners' turnover has fluctuated, some months showing increases and some decreases compared with a year earlier. There was a 5 per cent increase in the turnover of dry cleaners in February 1970 compared with February 1969 but the latter had shown a 5 per cent decrease compared with the previous year.

Hairdressers

The turnover of all hairdressers increased by 4 per cent in February compared with a year earlier, the first major change in February turnover since 1967. Men's hairdressers recorded a particularly large increase of 7 per cent compared with a year earlier. The turnover of women's hairdressers was 2 per cent higher than in February 1969.

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of Business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	109	103	103*	101	104	106	104	92
	1970						96	100										
	1969	*1*	*1*	*2*	*2*	—	*4*	*- 1*	*1*	*2*	*4*	*1*	—	*1*	*4*	*2*	—	*- 2*
	1970	*3½*					*3*	*4*										
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970						103	103										
	1969	*3*	*3*	*3*	*4*	*2*	*4*	*3*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	—
	1970	*3½*					*4*	*3*										
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970						85	96										
	1969	*- 2*	*- 3*	—	*- 1*	*- 3*	*3*	*5*	*- 4*	*- 1*	*2*	*- 1*	*- 4*	*- 2*	*3*	—	*- 3*	*- 5*
	1970	*3½*					—	*5*										

For notes see Table 1

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of Business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970						99	101										
	1969	*1*	*3*	*1*	—	*—1*	*5*	—	*3*	*1*	*4*	*- 1*	—	*1*	*- 1*	*2*	*1*	*- 5*
	1970	*1½*					*- 1*	*4*										
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970						103	105										
	1969	*3*	*2*	*2*	*3*	*4*	*1*	*1*	*4*	*1*	*5*	—	*2*	*5*	*1*	*8*	*4*	*1*
	1970	*5½*					*2*	*7*										
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970						97	99										
	1969	—	*3*	*1*	*- 1*	*- 3*	*7*	*- 1*	*2*	*1*	*4*	*- 1*	*- 1*	*- 1*	*- 2*	—	*- 1*	*- 7*
	1970	—§					*- 2*	*2*										

For notes see Table 1

National Food Survey: Household food consumption in the fourth quarter of 1969

THE MAIN RESULTS of the National Food Survey in the fourth quarter of 1969 are summarized in the accompanying tables. The estimates are derived from records provided by a sample of 1,830 households throughout Great Britain.

Average expenditure on food (excluding sweets and soft drinks) bought for consumption in the home was estimated to be 40s. 7d. per person per week, 8d. more than in the previous quarter, mainly because of an increase in expenditure on carcase meat. Compared with the fourth quarter of 1968, expenditure rose by 2s. 7d. (6·6 per cent), about a fifth of this increase representing an increase in the quantities purchased and the remainder being absorbed by increases in prices of several foods, notably meat, potatoes and milk.

The quantity of liquid milk bought at the full retail price rose slightly in the fourth quarter of 1969, with consumption of welfare and school milk at about the same level as a year previously. The upward trend in average consumption of natural cheese continued, and average purchases of processed cheese were also higher than in the previous quarter and the corresponding quarter of 1968. Although average consumption of butter was slightly above that in the third quarter, it was still a little below the previous year's level; purchases of margarine rose slightly. Average consumption of eggs was fully maintained despite the seasonal increase in the average price to 4s. 5d. a dozen, compared with 4s. 3d. a year previously. There were no significant changes in consumption of sugar and preserves.

Average consumption of carcase meat increased from 14·9 oz. per person per week to 16·4 oz., but was still a little below the level recorded a year ago, principally because of a decline in purchases of lamb; consumption of beef was almost the same as a year before and there was some increase in purchases of pork. Average prices of each of the carcase meats continued to harden. Purchases of bacon and ham were fully maintained. Prices of poultry remained steady, and consumption continued to expand. There was a slight seasonal decline in the purchases of cooked meats, canned meats and meat pies but consumption was a little higher than in the corresponding period of 1968. Average consumption of fish declined slightly to its lowest level for several years, mainly due to reduced purchases of cooked fish and smaller supplies of canned salmon. There was, however, a significant increase in consumption of quick-frozen fish and fish products. There was the usual seasonal increase in consumption of potatoes, but the estimates of 53·2 oz. per person per week was nearly 5 oz. less than that of a year previously; prices averaged 4·4d. per lb. compared with 3·6d. per lb. in October-December, 1968. Cauliflowers were cheaper, on average, than in the fourth quarter of 1968, and increased consumption of cauliflowers more than compensated for decreases in consumption of cabbages and Brussels sprouts. Weekly consumption of fresh fruit was just over an ounce more than in the last quarter of 1968, principally because of better supplies of apples; average expenditure fell slightly, because of lower prices. Purchases of canned fruit were also higher than a year previously.

Consumption of bread continued to exhibit a downward trend, and purchases of cakes and of biscuits (other than chocolate biscuits) also declined compared with a year previously.

Purchases of tea remained at 2·5 oz. per person per week, but purchases of instant coffee reached a new high level.

Table 2 shows the energy value and nutrient content of the average household diet and that of families with four or more children, expressed as percentages of the recommended intakes proposed by the Department of Health and Social Security (Recommended Intakes of Nutrients for the United Kingdom; Reports on Public Health and

Table 1. Estimates of average household food consumption oz per person per week (†)

	Year 1968	Year 1969	4th qtr. 1968	3rd qtr. 1969	4th qtr. 1969
Total Household Food Expenditure	37s. 11d.	40s. 0d.	38s. 0d.	39s. 11d.	40s. 7d.
Liquid milk (pints)	4·82	4·89	4·72	4·74	4·93
Other milk (eq. pints)	0·37	0·36	0·32	0·38	0·35
Cheese	3·41	3·50	3·32	3·44	3·54
Butter	6·14	6·15	6·15	6·03	6·08
Margarine	2·81	2·78	2·79	2·66	2·88
Lard and compound cooking fats	2·08	2·08	2·17	1·96	2·24
Eggs: purchases (number)	4·43	4·41	4·34	4·37	4·41
consumption (number)	4·66	4·60	4·51	4·51	4·56
Preserves	2·79	2·67	2·69	2·64	2·65
Sugar	16·35	16·18	16·59	16·49	16·51
Beef and veal	7·76	7·70	8·55	6·87	8·46
Mutton and lamb	5·71	5·34	5·42	5·52	5·00
Pork	2·53	2·78	2·70	2·55	2·91
Bacon and ham, uncooked	5·15	5·11	5·08	4·98	5·10
Bacon and ham, cooked (including canned)	0·94	0·94	0·89	1·05	0·91
Poultry and cooked chicken	4·81	4·93	4·28	4·85	4·91
Other cooked meat (not canned)	0·68	0·67	0·66	0·76	0·67
Other canned meat	2·28	2·43	2·33	2·54	2·37
Offals	1·37	1·31	1·48	1·14	1·39
Sausages, uncooked	3·70	3·68	3·74	3·66	3·75
Other meat products:					
Meat pies	0·78	0·77	0·71	0·86	0·73
Other	2·04	2·03	2·11	1·84	2·13
Fish, fresh and processed	4·02	3·73	3·91	3·71	3·73
Canned fish	0·86	0·79	0·76	0·91	0·68
Fish and fish products, quick-frozen	0·81	0·94	0·78	0·89	1·01
Fresh green vegetables	13·05	12·25	11·59	16·49	12·34
Other fresh vegetables	9·95	10·01	11·80	9·68	11·79
Quick-frozen vegetables	1·57	1·74	1·46	1·47	1·63
Canned peas	3·05	3·10	3·30	2·85	2·92
Canned beans	3·48	3·58	3·53	3·50	3·70
Potatoes: purchases	47·53	45·59	52·81	41·05	49·40
consumption	51·92	49·31	57·86	46·99	53·19
Citrus fruit	5·01	5·12	3·79	2·84	3·88
Bananas	3·27	3·46	3·07	3·89	3·03
Apples	6·39	6·72	7·57	6·43	8·54
Fresh tomatoes	3·98	4·10	3·29	6·40	3·64
All other fresh fruit	3·92	3·82	3·00	7·59	2·67
Canned fruit	5·59	5·70	5·36	5·54	5·56
Dried fruit, nuts and fruit and nut products	1·16	1·23	1·87	0·80	2·05
Flour	5·38	5·38	5·85	4·89	5·95
White bread	32·31	32·01	32·13	33·11	31·34
Brown, wholewheat and wholemeal bread	3·05	2·96	2·79	2·78	3·15
Other bread	2·95	2·77	3·09	2·81	2·76
Buns, scones and teacakes	1·36	1·28	1·51	1·03	1·34
Cakes and pastries	4·68	4·58	4·79	4·87	4·51
Chocolate biscuits	1·04	1·04	1·12	0·98	1·14
Other biscuits	4·80	4·77	4·91	4·96	4·74
Breakfast cereals	2·43	2·63	2·37	3·01	2·49
Oatmeal and oat products	0·58	0·54	0·65	0·32	0·79
Canned milk puddings	1·66	1·52	1·71	1·53	1·52
Tea	2·59	2·52	2·65	2·52	2·52
Instant coffee	0·36	0·38	0·38	0·36	0·42
Canned soups	3·08	3·19	3·59	2·48	3·75
Pickles and sauces	1·33	1·44	1·49	1·35	1·66

(†) Except where otherwise stated
Source: Ministry of Agriculture, Fisheries and Food

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Medical Subjects, No. 120; HMSO, 1969). As in the previous quarter, these recommendations were exceeded for all nutrients except vitamin D (see note (a)) and the nutrient content of the average household diet was almost unchanged. The diet of families with four or more children maintained the slight improvement in energy shown in the previous quarters but the percentages of most other nutrients fell slightly. The vitamin C content of the diet of these families increased marginally, owing to increased consumption of potatoes. Vitamin A in the diet both of average households and of those with larger families fell this quarter to the lowest value for the year, but nevertheless the daily intake was twice that recommended.

Table 2. Energy value and nutrient content of the diet as percentages of recommended intakes

(Quarterly moving averages)

oz. per person per week (†)

	National Averages				Families with 4 or more children			
	Year ending				Year ending			
	Jan.-Mar. 1969	April-June 1969	July-Sept. 1969	Oct.-Dec. 1969	Jan.-Mar. 1969	April-June 1969	July-Sept. 1969	Oct.-Dec. 1969
Energy	108	108	108	109	99	102	102	102
Protein	127	127	126	126	115	117	115	114
Calcium	192	192	193	194	165	169	169	167
Iron	122	122	121	121	108	110	109	108
Vitamin A	204	202	200	199	200	210	204	199
Thiamine	125	124	123	122	115	118	118	118
Riboflavine	130	130	129	130	133	136	134	131
Nicotinic acid	190	190	190	190	174	180	180	180
Vitamin C	182	181	181	181	161	165	154	155
Vitamin D (†)	89	87	86	84	62	61	59	58

(†) The Survey does not evaluate welfare and pharmaceutical sources of this vitamin. Furthermore, most adults require no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended February 28, 1970:

	£	£
Distributors' earnings submitted		
High cost films	560,484	
Low cost films:		
Eligible (after multiplying by 2¼)	22,927	
Not eligible for 2½ times rental	4,340	
		587,751
Films of less than 3,000 ft. (after multiplying by 2½)		23,748
		611,499

Levy collections paid to Agency by HM Customs and Excise to March 16, 1970, together with an estimate of collections approximately covering entertainments for four weeks ended February 28, 1970 £349,500

The fourth interim allocation for the thirteenth distribution period will be at the rate of 42 per cent.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the* Board of Trade Journal.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, April 10, 1970. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
It's A Wonderful Life	Br/E 34772	27	April 7	Columbia Pictures Corporation Ltd.	Carrickford Films International.
Well of Time	Br/E 34773	27	April 7	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
Mining Review No. 8 – 23rd Year	Br/E 34774	11	April 7	Data Film Distributors Ltd.	National Coal Board.
Cry Wolf	Br/E 34775	58	April 7	Children's Film Foundation Ltd.	Damor Productions Ltd. and Leader Film Ltd. (for Children's Film Foundation Ltd.).
The Face of Eve	Br/E 34776	78	April 8	Warner-Pathe Distributors Ltd.	Udastex Films Ltd.
Mister Jerico	Br/E 34778	85	April 8	Rank Film Distributors Ltd.	Independent Artists Ltd.
Carry On Up The Jungle	Br/E 34780	90	April 8	" "	Adder Productions Ltd. and Ethiro Productions Ltd.
Movietone News 2131	Br/E 34661	7	April 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2131A	Br/E 34662	8	April 10	" "	" "
				FOREIGN	
Bruno – Sunday's Child	F 34771	81	April 7	Miracle Films Limited	Progefi, Paris and Arthur Mathonet, Brussels.
Lollipop Cover	F 34777	84	April 8	Monarch Film Corporation Ltd.	Walter Reade Organisation.
The Love God?	F 34779	103	April 8	Rank Film Distributors Ltd.	Universal International Films Inc.
Last Day of the War	F 34781	86	April 9	Tigon Pictures Ltd.	Sagittarius Productions Inc.

NOTE:
In the list of films registered during the week ended Friday, April 3, 1970, the makers name of the film 'They Paid With Bullets' (F 34759) should read: Nike Cinematografica, Rome and Copercines, Madrid.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Shipping movement at United Kingdom ports

Foreign and coasting trade movement during December and for the year 1969

THE TOTAL NET TONNAGE of vessels entering and clearing United Kingdom ports with cargo during December 1969 amounted to 17,123 thousand net registered tons; this was 18 per cent more than December 1968. Commonwealth vessels accounted for 6,863 thousand n.r.t.

The total net tonnage of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports in the year 1969 was 6·2 per cent higher than in 1968.

The Commonwealth annual share of entrances and clearances with cargo showed a slight decrease compared with the 1968 figures. The actual percentages for the years 1938 and 1959-69 are set out below:

	1938	1959	1960	1961	1692	1963	1964	1965	1966	1967	1968	1969
Entrances	57	51	49	50	49	49	48	46	40	40	40	40
Clearances	59	61	60	61	58	55	54	54	48	51	50	49

In the coasting trade the total net tonnage of vessels arriving and departing with cargo during December 1969 increased by 2·6 per cent, and over the 12-month period there was an increase of 0·4 per cent compared with the year 1968.

Note: net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo:	December 1968	5,927	9,719	3,416	231	6,072	4,206	4,781	2,158	134	2,489
	December 1969	5,765	11,316	3,719	351	7,246	4,730	5,807	2,476	317	3,014
	12 months ending December 1968	75,242	122,670	45,683	2,970	74,017	57,572	66,818	31,294	1,848	33,676
	12 months ending December 1969	74,573	130,496	48,317	3,893	78,286	59,191	70,733	31,576	2,853	36,304
In ballast:	December 1968	1,184	1,697	672	54	971	2,652	5,991	1,773	128	4,090
	December 1969	1,460	1,992	747	99	1,146	2,466	7,021	1,990	106	4,925
	12 months ending December 1968	17,423	26,216	10,880	717	14,619	35,751	82,172	25,523	1,636	55,013
	12 months ending December 1969	18,955	27,901	11,761	722	15,418	34,359	83,713	26,762	1,712	55,239

(†) Includes Irish Republic and South Africa.

(continued on page 1033)

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This BOAC VC10 is under an air traffic control clearance from the moment it begins taxiing until it reaches the parking area of its destination airport.

The control of air traffic over Britain

THE AVERAGE PASSENGER boarding an aircraft for a business trip to Frankfurt or a package tour to the Costa Brava will probably have given little thought to the work that goes on day and night behind the scenes to ensure the 'safe, orderly and expeditious flow of air traffic' (to quote the words of a basic international air traffic control agreement) of which his aircraft is one in thousands of civil and military aircraft either taking off, in flight, or about to land. If, for instance, his aircraft is taking off from Heathrow on a busy day, it could be one of nearly 1,000, each with perhaps 100 passengers aboard with which 30 air traffic controllers at the airport cope each day.

This one fact alone underlines the tremendous extent of civil aviation today. The view of many experts is that the amount of civil air traffic will double within ten years. Some idea of what this means may be gathered from the fact that in 1969 well over 14 million passengers passed through Heathrow whose air traffic controllers handled 250,000 aircraft movements.

By 1971 the British Airports Authority predicts that Heathrow will be coping with a total of about 18 million passengers and with 260,000 aircraft movements a year. By 1973, the figures will have reached 22 million passengers and over 290,000 aircraft movements. From a figure of 136,000 tons of cargo in 1962, Heathrow is expected to handle 450,000 tons this year and to reach

(Continued on next page)

Air traffic controllers at work in the Aerodrome Control Room at Manchester Airport.

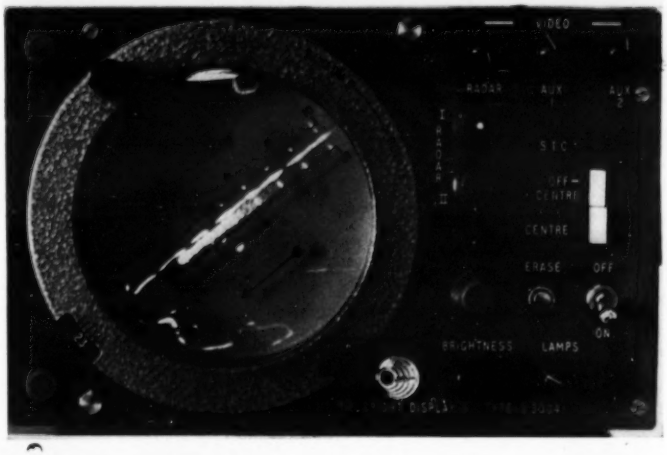
THE CONTROL OF AIR TRAFFIC, *continued*

the million mark by the mid-1970s. Expansion, covering some 155 acres will help keep Heathrow as the third largest port in Britain, (ranking only behind the water ports of London and Liverpool) and the world's busiest international airport.

The task of air traffic control is all the time becoming further increased by higher aircraft speeds, 600 mph being a commonplace. To meet this development and the growing density of air traffic, the Government in civil and military partnership with the electronics industry is engaged in a major drive to equip the National Air Traffic Control Services (NATCS) to handle the not only greater but a faster mass of air traffic in the '70s and '80s. Since the NATCS is a joint service responsible for both the civil and military air traffic over the United Kingdom, it should at once be appreciated that the magnitude of the undertaking both in terms of complexity and scale is immense.

How Britain leads

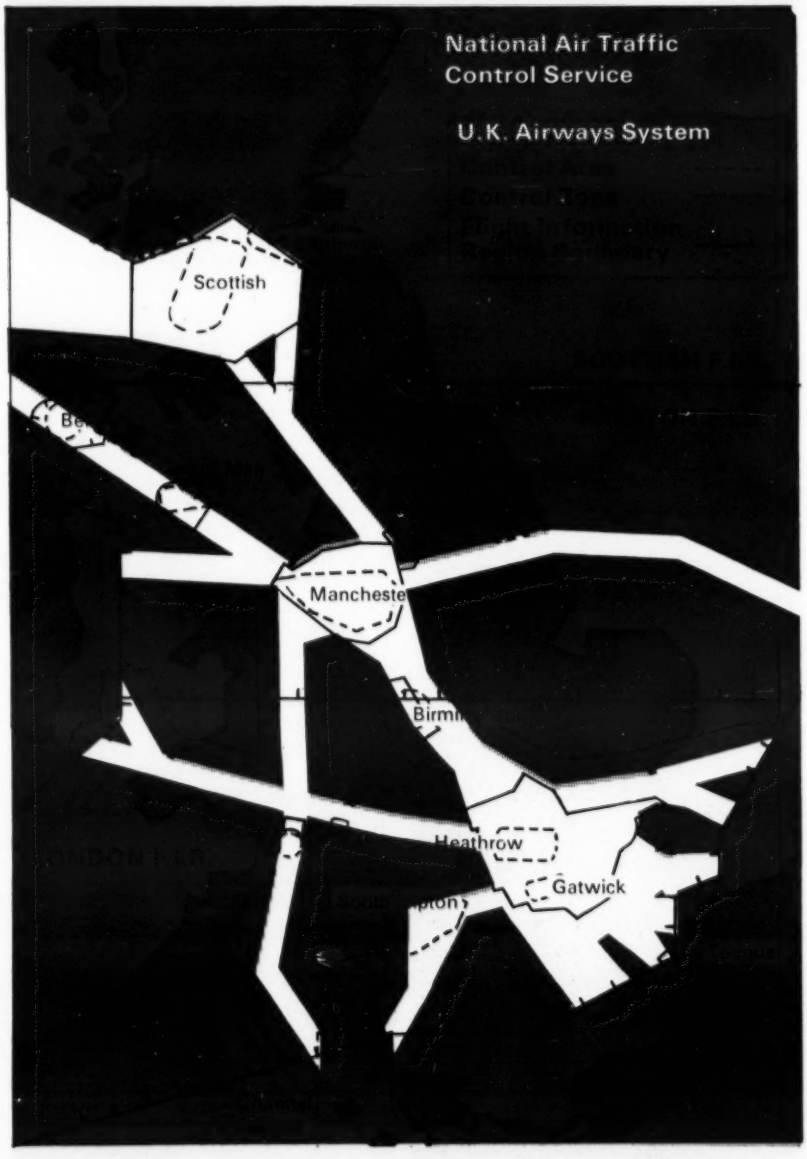
Aviation authorities throughout the world freely acknowledge the leadership of this country in the field of air traffic control. The international language of air traffic control is English. Courses at the College of Air Traffic Control at Hurn near Bournemouth are attended each year by air traffic control students from over 60 countries including Eastern Europe. These students are sponsored by their respective Governments and they learn their techniques side by side with the scores of NATCS trainees who must pass their courses here before being allowed to take their seats in front of the radar scopes and other highly sophisticated electronic devices used in directing aircraft moving at 880 feet a second in three dimensions, which complicates the task of control. No other form of transport in the world (except submarines) has this truly singular capability—with all its myriad control responsibilities and, of course, attendant implications for passengers and crew, and for that matter, the people below.



A Marconi "Distance from Threshold Indicator" in operation. The elongated blip shows an aircraft 25 miles from touchdown slightly left of the centre line approaching runway 23.

Similarly, the Central Air Traffic Control School at Royal Air Force, Shrewsbury, trains military controllers for the Royal Navy, Royal Air Force and foreign air forces.

These electronic control devices without which there would be no air traffic control are in part the responsibility of the Telecommunications Division of the NATCS, again an organization whose techniques – and equipment, much of it manufactured by purely British firms – are among the world leaders. Proof of Britain's high world esteem is again provided by the number of telecommunications students from over 50 countries who come to learn their craft at the Civil Aviation Signals Training Establishment (CASTE) at Bletchley, Buckinghamshire.



The United Kingdom Airways System consists of air corridors with a minimum width of ten miles having a variable depth of about 5,000 ft. and extending upwards to 25,000 ft. Above this level an Air Traffic Advisory Service is provided.

The basic organization

How did this considerable organization, The National Air Traffic Control Services, known within itself and outside civil aviation bodies as NATCS (pronounced, perhaps not inappropriately, 'gnats'), come about? In brief, specialist air traffic control and operations and telecommunications staff from the Board of Trade (Civil Aviation) and the Ministry of Defence (Air) combined to handle the policy, planning and provision of air traffic control services to both civil and military aircraft within United Kingdom airspace.

The Controllerate of the NATCS was set up by the Government in 1962 as a first step towards achieving a common civil/military national system of air traffic control administered by a unified organization. It now plans and operates air traffic control, navigation, communications and certain information services to civil

and military aircraft operated over the United Kingdom and the infrastructure of 'Shanwick' (Shannon-Prestwick) controlling the North Atlantic air routes. It is associated with ICAO (International Civil Aviation Organization) and with Euro-control of which the United Kingdom is a member along with Belgium, France, Germany (FR), The Netherlands, Eire and Luxembourg.

Eurocontrol was formed in the first real attempt to provide a civil air traffic control service in the upper airspace of Europe without regard to national boundaries. Under present arrangements, NATCS acts as Agent for Eurocontrol in providing the upper airspace (over 25,000 feet) service for general air traffic over the United Kingdom. Militarily, NATCS is also associated with the NATO Committee for European Airspace Co-ordination (CEAC).

The Controller (CNATCS), assisted by his civilian and military staffs, is responsible jointly to the President of the Board of Trade and the Secretary of State for Defence. The responsibility for day-to-day air traffic control operations is delegated to a Joint Field Commander who is responsible for a co-located field headquarters of Civil Air Traffic Operations (CATO) Military Air Traffic Operations (MATO), and a Telecommunications Field Directorate.

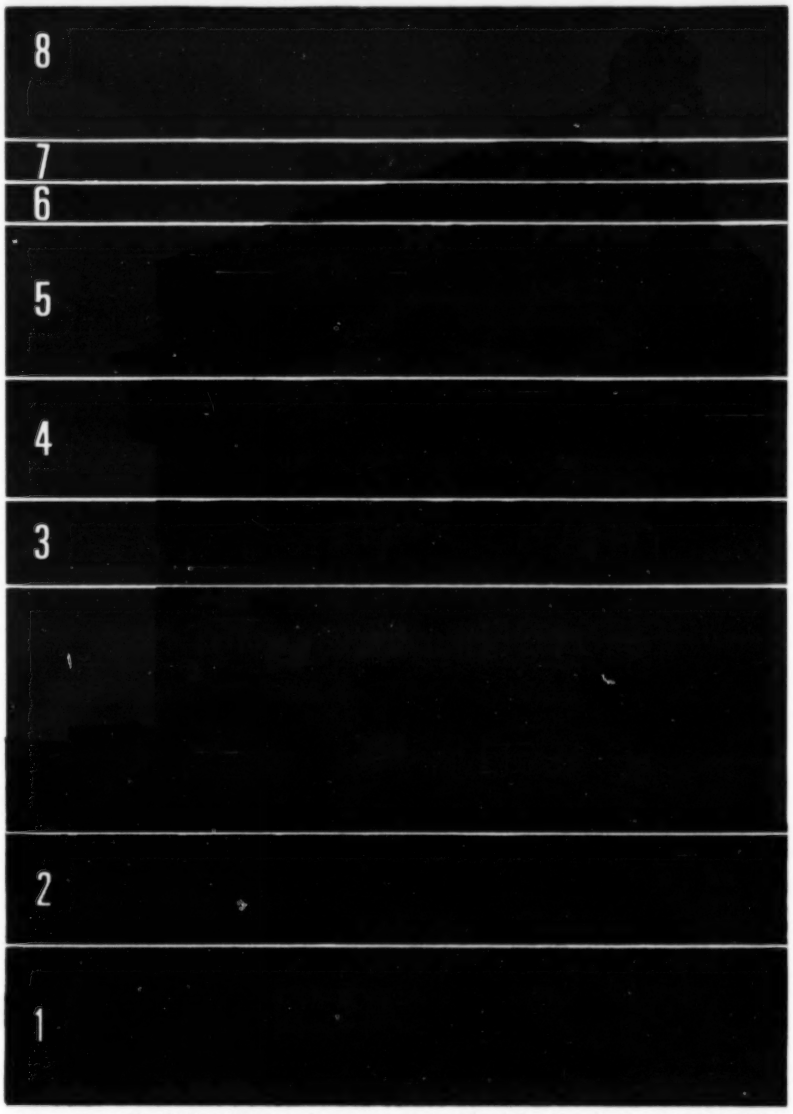
The planning, provision and operation of all civil telecommunications services supporting the air traffic control system is the responsibility of the Chief of Telecommunications. These prime responsibilities embrace the United Kingdom Airspace which is divided into three Flight Information Regions (FIR)—London, Preston and Scottish. These extend vertically to 25,000 feet, above which there are three similarly named Upper Flight Information Regions.

The Controlled Airspace System (CAS), comprising a network of airways, control areas and control zones, extends over a large part of the country below 25,000 feet. Within this system with its 10 miles wide air corridors (see Air Route Structure map), a full control service is provided to ensure the 'safe, orderly and expeditious' flow of traffic. The order of those words is worth a second look, safety being the first consideration. Where possible, ATC control facilities are duplicated to ensure immediate availability of essential services, hence the system 'fails safe'.

How it all works

Control in the vicinity of an airport is exercised in the first instance from the Air Traffic Control Tower. In electronic terms this requires numerous ground-to-air radio communication channels, surveillance radar—in some cases a precision radar for approach purposes—possibly a ground movements control radar, one or more instrument landing systems for approach in low visibilities employing radio beam techniques as opposed to radar, thus presenting the information to the pilot rather than to the controller.

In addition, there are beacons in the vicinity of the airport to enable aircraft to position correctly, marker beacons for use with the instrument landing system, closed-circuit television for observation purposes and also for the transfer of vital information from one air traffic control unit to another. All this equipment is further augmented by a most extensive telephone and telegraph network and a host of other minor electronic devices.



The vital role of the telecommunications in virtually all spheres of air traffic control is clearly shown in this diagrammatic photograph of the Control Tower at London Airport, Heathrow, segmented to illustrate some of the services which are maintained day and night.

1 Telecommunications equipment room and workshop: accommodating radio telephony, recording, radar, instrument landing systems and automatic direction finding systems.
2 Teleprinter room, telephone exchange.
3 Telemove room: accommodating telegraph system for advance information to airlines from monitored aircraft radio transmissions.
4 Telecommunications equipment room: accommodating radar and closed-circuit television equipments, including radio receivers.
5 Approach control room: using radar display equipment, closed-circuit television, automatic direction-finding, runway visual range and radar.
6 Radio telephony equipment.
7 Aerodrome control room: using radio telephone, ground movement display equipment, closed-circuit television, radar, and distance-from-touch-down display.
8 High-definition radar aerial for ground-movement control in poor visibility.

Airliners coming into Heathrow are spaced at intervals of four or five miles by radar and begin their approach at an altitude of at least 2,000 feet. Once the pilot is 'established' on the instrument landing system, he is transferred to the control tower, for the controllers check the final approach of the aircraft. The distance from touchdown is monitored by radar so that the controller in the tower can tell a pilot the distance he has to go before he can be expected to see the runway.

Control of aircraft flying en route between airports is exercised from one or more of the three major air traffic control centres located in Southern and Northern England and in Scotland. All

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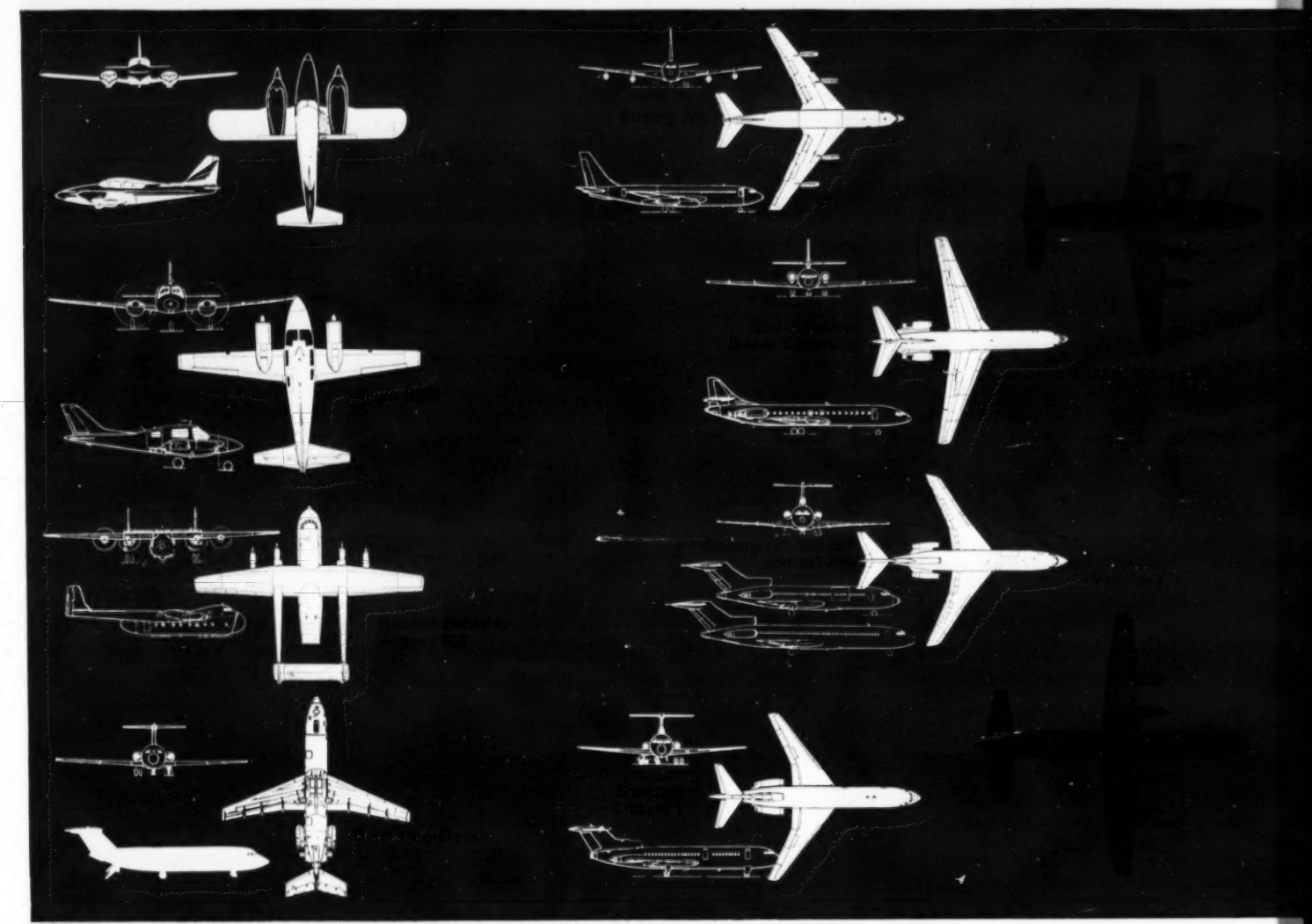


THE CONTROL OF AIR TRAFFIC, *continued*

have, or will have, radar surveillance of the air route under their control derived from remote radars and transmitted over radio or land-line links back to the air traffic control centres. Control aircraft flying off-routes is exercised from a number of civil, military and joint civil/military ATC Area Radar Units, mostly at military locations.

Communication with aircraft is maintained via multi-channel VHF and UHF radio stations, some located on high ground, strung along the air routes. An extensive system of beacons on medium frequencies and on VHF provides positioning information to fixed route aircraft to assist them in maintaining accurate tracks and spacing.

Such is the density and complexity of air traffic that the national airways system has to be divided into sectors with a consequent requirement for equipment and air traffic control staff multiplied many times over. The sheer magnitude of the electronic facilities at each air traffic control centre and ATC Radar Unit needed to provide the communication, both ground to air and between ATC units and aerodromes and to present the radar and other information coming in from the remote stations, represents an immense problem for the civil and military installation and maintenance.

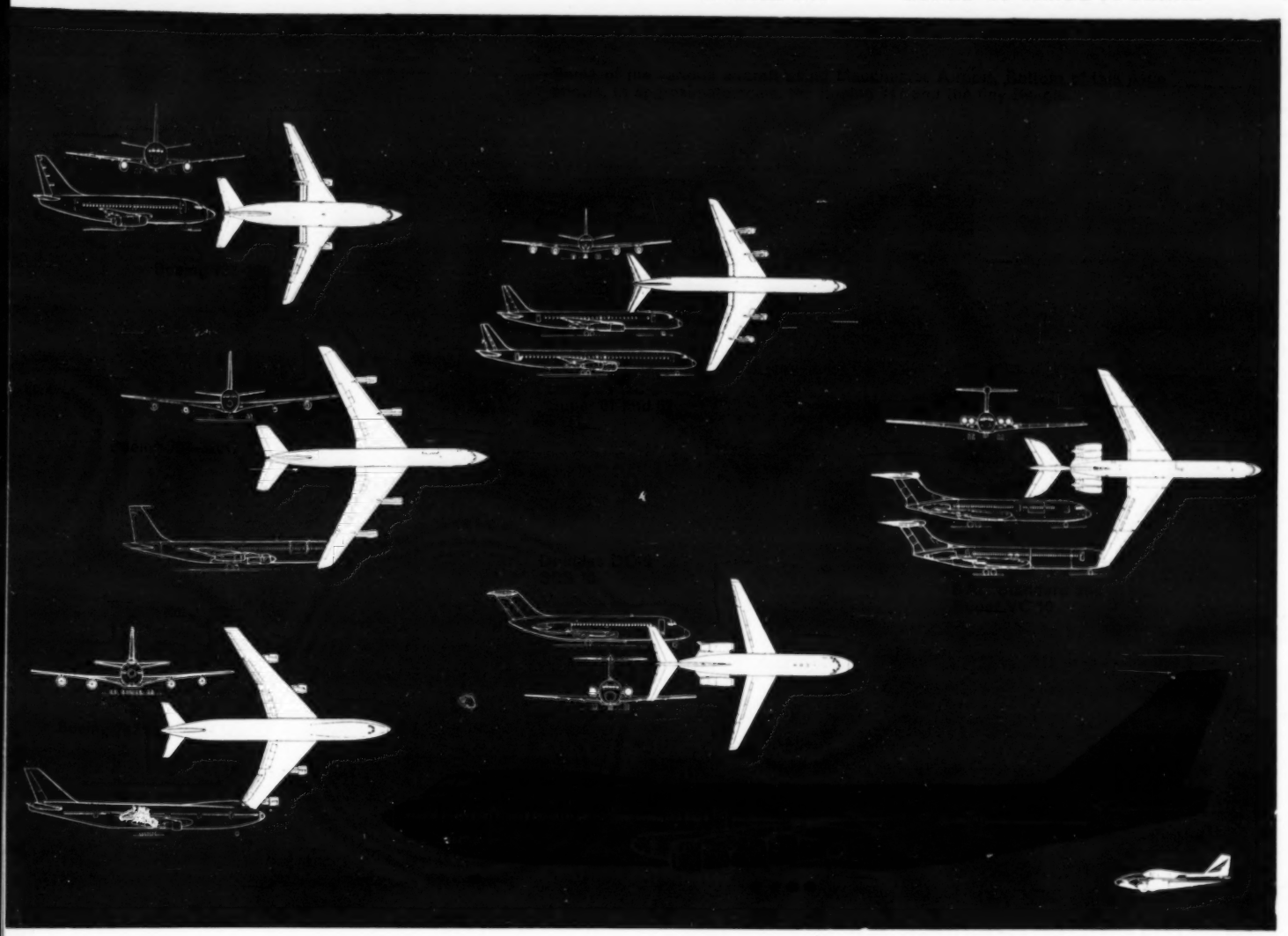
At a major centre, it is expected that the number of civil and military air traffic controllers' positions requiring to be equipped will run into three figures. A large number of these will require radar, both primary and secondary, raw and processed, electronic data displays and closed-circuit television for inter-position presentation of data concerning the current and future movements of all the aircraft being handled by the centre.

There is also to be a large computer complex to aid in the processing and manipulation of the data flowing into and between sectors. Control desks for functions of this kind have become exceedingly elaborate, partly because of the amount of equipment involved, partly because of the large quantities of information which must be conveniently presented to the controller at the desk, and partly because of the need to arrange things for the maximum efficiency and freedom from fatigue. Removal of excessive heat from this equipment has now become a major problem and elaborate cooling systems must also be devised. To solve these and other problems the Chief of Telecommunications is supported by the Telecommunications Engineering Establishment at Gatwick which embodies a permanent team of experts, designing and constructing in conjunction with Britain's electronic industry the precise equipment required.

A typical flight

A typical flight from Heathrow Airport on a British European Airways Trident, destination Amsterdam, might go as follows:

Half an hour before your aircraft is ready to depart the Captain will file his Flight Plan at the Flight Clearance Office. This flight plan is a statement of his intentions; the destination is Amsterdam, the Flight Number of the aircraft is BE 430 and the route is via airway Red One; he will climb at 380 knots and cruise at flight level 270 at an airspeed of 500 knots; the expected time of departure is 1225 hours. As soon as the information is filed, it is sent to the control tower at Heathrow Airport and also to the Outbound Controller at the London Air Traffic Control Centre.



When the passengers have boarded the aircraft, the Captain contacts the control tower on the radio telephone and requests permission to start engines.

On receiving the request for start up clearance, a direct call is made to the Outbound Controller at the Air Traffic Control Centre. The Outbound Controller will have in front of him on a display board a flight progress strip giving details of the flight plan as passed previously. It is the task of this controller to set up a route for the aircraft to follow, specify the navigational facilities which the aircraft must cross and the height at which the aircraft must cross them, the airway which the aircraft is to follow after leaving the terminal area, the flight level which has been allocated and the time and place the aircraft is to commence climb to this flight level.

An example of such a clearance if we assume a westerly take-off: 'BE 430 is cleared to Amsterdam via Red One, to cross Burnham above 3,000 feet, Watford at 4,000 feet, Brookmans Park at 4,000 feet and to climb when instructed by radar control to flight level 270'. This is known as basic clearance.

When the airways clearance was issued to the tower by the Outbound Controller, it was monitored within the air traffic control centre by an Assistant Controller who wrote the clearance on flight progress strips prepared for that particular flight. The strips are printed by a computer controlled strip printer which also calculates the elapsed times for each reporting point, taking into account the distance to travel, wind speed and direction, climbing and cruising speed. The Aerodrome Controller then clears the aircraft to start the engines, then to proceed to the holding point of the runway in use for take-off. At the holding point the aircraft Captain receives the airways clearance and awaits take-off clearance. The Aerodrome Controller then contacts the Outbound Radar Controller requesting permission for take-off and the route the aircraft must adhere to.

When BE 430 has taken off from Heathrow Airport, the airborne time is recorded and the aircraft instructed to call the London Airways on a specific frequency. Immediately prior to the aircraft making contact with the ATC centre, the airborne time will have been passed direct to the Outbound Controller by means of ticker tape.

On receipt of this airborne time, estimates are inserted on the previously prepared strips for BE 430 for which lapsed times had already been calculated. These completed flight progress strips are then placed on the Sector Display Board of the Airways Controller who is thus warned that BE 430 will be entering his sector at a certain height and time. After establishing two way radio communication with the aircraft, the radar controller vectors the aircraft along the airway clear of other air traffic and clears the aircraft to climb to flight level 270.

As the aircraft passes the *en route* reporting points, a check is made to ensure that it is on time, that no change of clearance is necessary and that previous calculations are correct. The flight details are then passed to the adjacent ATC centre, in this case Amsterdam, by direct telephone line. This is carried out by the Assistant Airways Controller, who passes to the Amsterdam Centre the estimates for the last reporting point in our area, 'Clacton',

(Continued on next page)

Procedural controllers at LATCC West Drayton. Some of their work will be automated when Mediator becomes fully operational.

THE CONTROL OF AIR TRAFFIC, *continued*

and the first reporting point in their area 'the Flight Information Region Boundary'. If, as is often the case, the aircraft is still climbing, co-ordination may be effected at this stage in regard to the flight level at which the Dutch Controllers wish to accept the aircraft. Once however the estimate and subsequent co-ordination has been accepted, the slot is reserved in flight level and time for that particular aircraft and any subsequent amendments to this estimate must be immediately passed to the Dutch authorities before control of the aircraft is transferred to them. Control of BE 430 is then passed to the Dutch ATC.

The Aeronautical Information Service

Behind the immediate air traffic control and telecommunications organization the Aeronautical Information Service will have been working their normal 24 hour day gathering in information on the state of runways, radio and navigation aids, airways procedures, military exercises and the multitude of details (even down to the availability or otherwise of a particular grade of fuel) which the pilot needs in order to carry out his flight.

He will have received, before take-off, a printed sheet which lists all these factual details relating to his route and he will have

Left: At the Joint Air Traffic Control Radar Unit at Lindholme, civil and military air traffic control is, where necessary, co-ordinated. *Right*: Touchwire displays which were conceived by the Royal Radar Establishment, Malvern, Worcs., provide a unique method of communication with a computer system, enabling an operator to "converse" with the computer through an infinitely variable keyboard related directly to the output display. In the photograph the operator is instructing the computer to provide additional information on Flight KLM99, selected from a list of aircraft under air traffic control. The touchwires can be seen as short lines under each of the lists of flight numbers in the lower half of the display. Marconi is supplying touchwire displays for the new LATCC and for Eurocontrol at an experimental control centre near Paris.

had a look at the 'Stop-press' board which contains information which has come in since that daily sheet was printed.

All this sounds very simple but in fact a considerable amount of work will have been done to produce this. It starts at the nerve centre of the organization which is situated at Pinner. Here are maintained the official documents on aviation facilities issued by almost every country in the world. The few exceptions are Albania, the Chinese mainland and parts of the USSR. The documents are continually brought up to date by printed sheets called NOTAMS, an abbreviation for Notices to Airmen, by replacement pages to the books themselves and by the most important tool of all – the teleprinter. AIS is another 24 hour service. Through the Civil Aviation Communications Centre at Croydon, the AIS at Pinner is linked to every other AIS throughout the world in any country to which an aircraft could fly non-stop from the United Kingdom. These AIS's are set up in accordance with the provisions of the International Civil Aviation Convention and their mission in life can be stated very briefly, namely 'to provide the information necessary for the safety, regularity and efficiency of air navigation.'

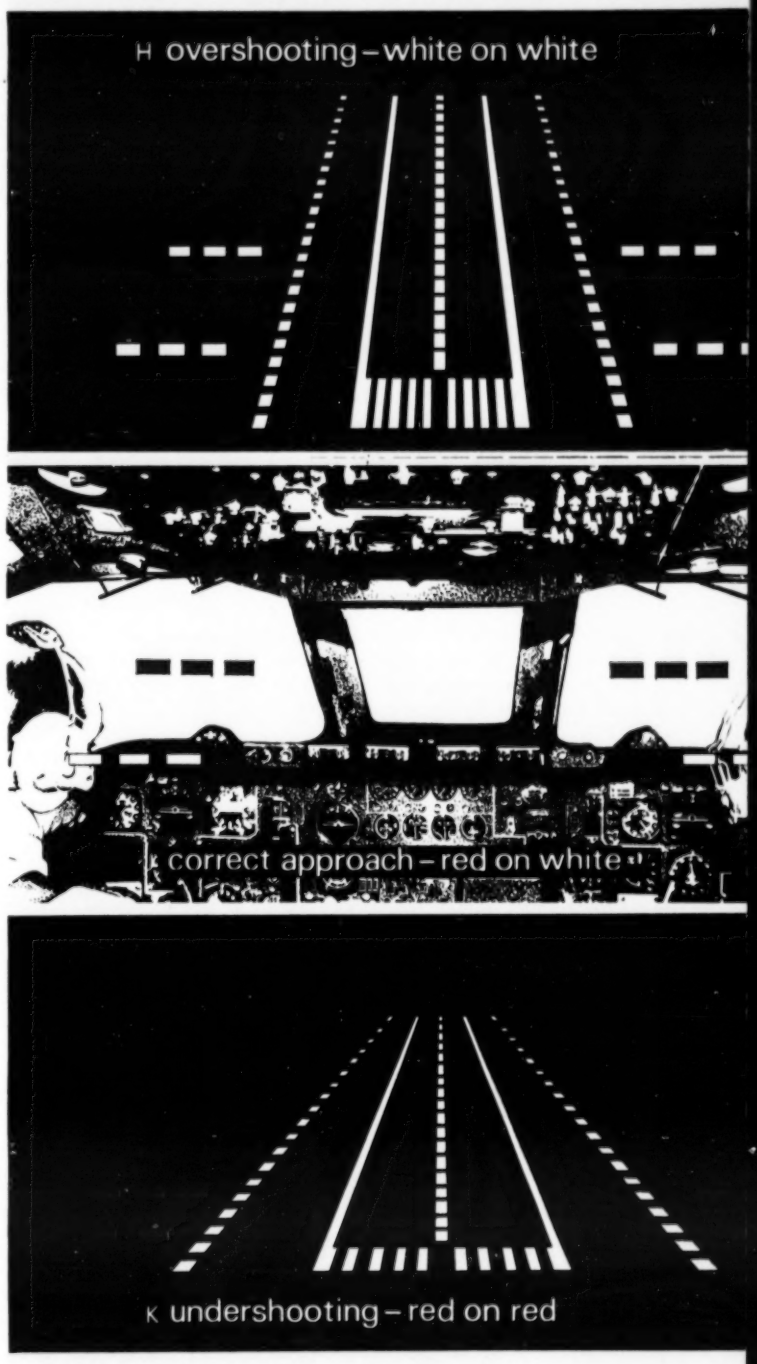
The printed material and the teleprinter messages pour into Pinner in ever increasing amounts and here they are digested, matched against the master documents, translated when necessary and then sent out to the major aerodromes in this country. Last year nearly 200,000 teleprinter messages flowed through the circuits, generally in the form of the NOTAM Code which is a five letter code enabling a few symbols to express what might otherwise take a number of lines. Apart from the saving in message content it has the major advantage of being universal so that a French speaker can communicate with a Russian or we can talk to a Moroccan without the impediment of a language barrier. For example a message might be received which merely read 'ZCCN QAQES 116.9 MC 210800' which translates as 'The VHF omnidirectional radio range on frequency 116.9 Mc/s at Nicosia will be out of service from 0800 hours GMT on the 21st day of the present month for an unknown duration.' Wherever this was received it could be translated without difficulty into the native language of the user.

Over and above the provision of en-route information for immediate use by aircrew at the major aerodromes of the United Kingdom, a comprehensive library is maintained at Pinner covering almost all the aerodromes in the world which could be used by civil aircraft. At the time of going to press, the total number was in the region of 42,000 but this figure can never be specified exactly since aerodromes come into or go out of service at the rate of about one each day. From these sources charter companies can, and do, obtain information on out of the way places to which they have never been before, manufacturers of aircraft check aerodrome dimensions against the potential performance of their aircraft, briefs are prepared for such unusual events as the Transatlantic Air Race or the London-Australia Race and the innumerable day-to-day questions are answered. These can range from 'What is the world's highest/lowest/longest aerodrome?' to 'Have you a copy of the Canadian airworthiness regulations?' Somehow or other, everyone gets an answer.

Air Traffic Control in the '70s

It is axiomatic that the development of ATC systems must keep pace with forecast trends, both civil and military and the growth of civil air transport operations alone could mean the doubling of sector traffic by the end of the decade. There will be a preponderance, too, of turbo-jet-powered aircraft, indicating a greater loading in the upper airspace; another factor is the recent introduction of the Jumbo jet and the forthcoming supersonic transport (SST)

(Continued on next page)



The Thornray Visual Approach Slope Indicator, a light system designed to show the pilot of an aircraft coming in for landing whether he is approaching the runway at a safe angle, is based entirely upon equipment designed and developed at the Royal Aircraft Establishment, Farnborough, Hants. It is now an ICAO requirement and supplements the Instrument Landing System.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

A section of the present LATCC Radar Unit at London Airport, Heathrow.

THE CONTROL OF AIR TRAFFIC, *continued*

such as the Concorde. All these developments presage an extension of the volume of airspace which climbing and descending aircraft will use as a consequence and on top of this, general aviation, in particular executive flying, will increase.

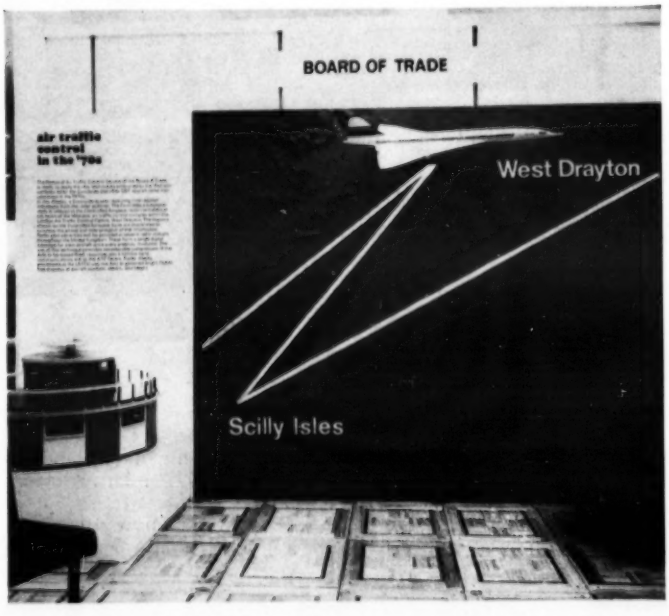
The NATSC foresaw this situation arising as far back as 1962 and next year, the first stage in a £25 million major development in Britain's air traffic control system will be introduced. Code-named Mediator it will provide greatly improved facilities for yet again, the safe, orderly and expeditious flow of aircraft over the United Kingdom.

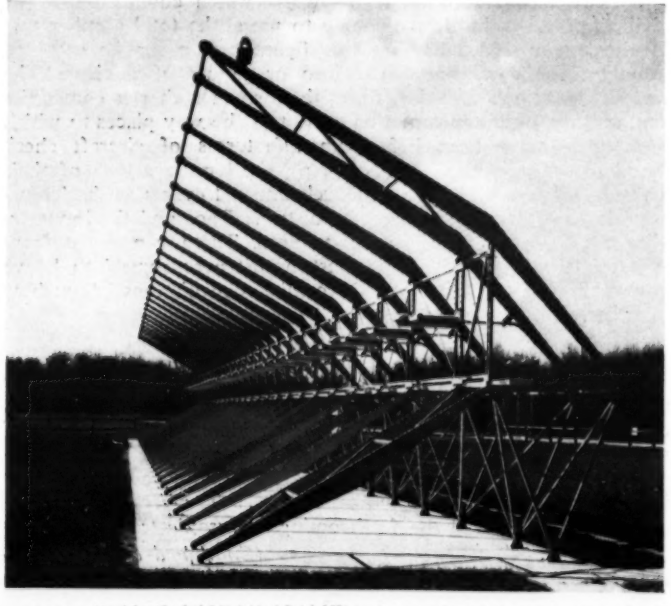
Mediator will eventually replace the present wholly manual system of air traffic control. It will automate the supply, storing and display of flight information by the use of computers and will become a fully integrated civil/military organization. At a later stage Mediator will be able to advise which aircraft are on collision paths and to offer solutions to prevent them.

CREDITS

This Report was prepared by the UK Publicity Section of the Information Division, Board of Trade, who wish to acknowledge with thanks the ready co-operation o fthe following organizations which provided photographic and other material:

Manchester Corporation **Marconi Radar Systems Ltd.**
Thorn Lighting Ltd. **British Overseas Airways Corporation**
British Airports Authority
Standard Telephones and Cables Ltd. **Plessey Radar Ltd.**





Left: The Board of Trade stand at the Civil Aviation Electronics Symposium and Exhibition at the Royal Festival Hall, London, last September, showed a Concorde receiving interrogation messages from the radar scanner (left). The Concorde's automatic reply is relayed to the controlled airspace radar controllers at the heart of the Mediator air traffic control complex at LATCC, West Drayton, who are provided with a bright flicker free display of the aircraft position, identity and height. Right: The Instrument Landing System localizer aerial array type STAN 37 made by Standard Telephones and Cables Limited Radio Products Group-Aviation installed at London Airport Heathrow has a range of at least 25 nautical miles (46 km.) over a sector 10° either side of the on-course line at an altitude of 2,000 feet (610 m.) and to at least 10 nautical miles (18.5 km.) in all other directions inside the coverage.

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	December		12 months ended December		December		12 months ended December	
	1968	1969	1968	1969	1968	1969	1968	1969
	Numbers of vessels							
United Kingdom	1,598	1,621	22,285	22,398	1,305	1,466	19,044	19,695
Other Commonwealth (†)	140	202	1,928	2,321	125	208	1,622	2,093
Foreign	4,189	3,942	51,029	49,854	2,776	3,056	36,906	37,403
Total	5,927	5,765	75,242	74,573	4,206	4,730	57,572	59,191
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	3,416	3,719	45,683	48,317	2,158	2,476	31,294	31,576
Registered in Canada	1	—	2	4	—	—	—	15
Registered in other countries (†)	230	351	2,968	3,889	134	317	1,848	2,839
Total Commonwealth	3,647	4,070	48,653	52,210	2,292	2,793	33,142	34,430
Foreign:								
Soviet	194	99	1,572	1,513	23	26	396	479
Finnish	121	82	1,091	1,224	21	52	347	441
Swedish	415	433	5,530	5,225	210	224	2,783	2,588
Norwegian	1,141	1,601	15,098	14,780	436	416	6,081	5,783
Danish	227	332	3,370	3,461	176	177	2,428	2,493
Polish	29	36	304	383	20	14	165	223
German (Federal Republic)	606	716	6,317	7,332	280	464	3,814	4,731
Dutch	602	532	7,727	7,756	406	411	4,947	4,993
Belgian	210	226	2,724	2,730	145	200	2,214	2,592
French	236	406	4,502	5,407	178	267	3,119	3,429
Spanish	73	104	640	800	74	67	610	674
Italian	163	175	1,698	1,627	17	6	482	284
Yugoslav	30	26	257	242	4	8	86	71
Greek	246	288	2,271	2,845	77	134	835	1,089
United States of America	156	266	2,393	3,309	149	254	2,153	3,030
Panamanian	248	218	2,130	2,278	54	28	794	561
Liberian	1,079	1,199	12,833	13,816	116	104	1,187	1,331
Other	296	507	3,560	3,558	103	162	1,235	1,512
Total Foreign	6,072	7,246	74,017	78,287	2,489	3,014	33,676	36,304
TOTAL	**9,719**	**11,316**	**122,670**	**130,496**	**4,781**	**5,807**	**66,818**	**70,734**
Trading Areas:								
Irish Republic	366	668	5,692	7,484	342	492	5,529	6,227
Northern Europe (Foreign)	2,771	3,043	34,226	36,660	2,215	2,422	27,737	29,059
Europe (Atlantic) and Western Mediterranean Countries	1,182	1,251	17,033	17,089	739	846	11,235	12,689
Central and Eastern Mediterranean Countries	1,086	1,221	13,888	13,174	139	146	1,901	1,845
West and South Africa	519	377	5,094	6,130	230	297	2,555	2,679
East Africa, Persian Gulf, India	1,748	2,356	20,317	23,324	180	291	2,341	2,582
Eastern Asia and Islands in the Pacific	205	220	2,584	2,570	173	200	1,914	1,897
Australasia	256	216	2,947	3,145	118	119	1,841	1,526
North America (Atlantic Coast)	877	1,305	10,922	12,117	400	696	8,568	9,053
West Indies and Central America (Atlantic Coast)	511	474	6,977	5,896	93	109	1,554	1,490
South America (Atlantic Coast)	95	111	1,308	1,558	86	67	705	828
South and Central America (Pacific Coast)	4	33	253	261	25	17	195	213
North America (Pacific Coast)	91	28	1,288	937	38	97	645	518
Other Areas	8	13	141	151	3	8	98	128
Total Commwonealth Countries	2,290	2,887	27,077	33,181	882	1,140	14,153	14,718
Total Foreign Countries	7,429	8,429	95,593	97,315	3,899	4,667	52,665	56,016
TOTAL	**9,719**	**11,316**	**122,670**	**130,496**	**4,781**	**5,807**	**66,818**	**70,734**

(†) Includes Irish Republic and South Africa.

(Continued on next page)

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SHIPPING MOVEMENTS, *continued*

Table 3. Foreign trade arrivals and departures at principal ports

	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	3,332	2,961	1,592	3,403	3,038	1,646	401	315	428	3,114	2,628	1,281
Cardiff	1,499	1,419	721	1,781	1,786	916	509	632	350	1,743	1,849	835
Dover	7,051	7,896	6,069	11,438	12,478	10,107	6,885	7,782	5,734	11,302	12,360	9,999
Felixstowe	2,071	2,620	2,401	2,245	2,844	2,606	1,810	2,507	2,169	2,077	2,749	2,491
Folkestone	459	501	402	1,126	1,235	910	488	399	320	1,121	1,217	891
Grimsby (including Immingham)	3,989	4,775	2,734	4,589	5,481	3,106	1,996	1,927	1,549	4,684	5,506	3,142
Harwich	6,734	8,333	4,259	6,896	8,821	4,593	6,747	8,437	4,429	6,845	8,846	4,625
Holyhead	2,244	2,166	1,747	2,401	2,307	1,825	2,074	2,065	1,609	2,233	2,186	1,686
Hull	5,185	5,071	4,809	5,552	5,496	5,078	2,788	2,757	2,729	5,211	5,107	4,521
Lancaster	41	15	73	63	50	175	26	39	152	27	43	163
Liverpool	13,821	13,333	4,934	15,760	15,726	5,703	5,931	6,348	3,400	15,365	14,915	5,253
London	29,687	28,848	13,075	35,789	35,858	15,721	13,759	12,892	8,675	34,615	34,265	16,051
Manchester	5,808	5,080	2,840	6,187	5,379	3,229	1,674	1,712	2,116	5,222	5,082	3,258
Middlesbrough	4,932	5,927	1,685	6,087	7,012	2,459	2,058	1,848	1,922	6,321	6,790	2,638
Milford Haven	8,373	11,287	498	10,093	13,521	1,372	2,080	2,378	723	9,872	13,186	1,213
Newhaven	923	1,026	1,201	936	1,051	1,235	876	972	1,070	926	1,046	1,209
Newport	1,506	1,512	818	1,944	1,804	989	900	718	734	2,154	1,936	1,003
Plymouth	293	243	474	456	390	791	180	132	435	421	379	815
Port Talbot	1,043	781	530	1,130	843	679	169	172	397	1,117	800	688
Southampton	16,146	15,146	3,300	20,332	18,981	4,260	8,121	7,793	2,967	19,874	18,758	4,144
Swansea	696	1,029	515	1,571	1,943	1,133	1,621	2,214	1,666	2,547	2,562	1,774
Tyne Ports	2,038	1,774	1,362	2,967	2,710	1,724	1,359	1,139	953	3,707	3,206	1,776
Glasgow	3,304	3,021	1,237	3,945	3,687	1,445	2,197	1,831	759	4,613	3,980	1,506
Grangemouth	1,498	1,535	1,192	1,853	1,958	1,456	1,283	1,447	1,102	1,771	2,084	1,593
Greenock	2,041	2,747	219	2,660	3,931	418	224	754	81	2,319	3,867	368
Leith	707	607	982	788	997	1,107	278	567	693	655	1,403	1,227
Belfast	1,987	2,264	1,479	2,090	2,389	1,632	410	360	521	2,080	1,807	1,102
Other Ports	8,897	8,544	18,318	12,509	11,947	23,810	5,582	5,626	13,794	12,955	12,663	24,225
TOTAL	136,305	140,461	79,466	166,591	173,635	100,125	72,429	75,763	61,507	164,891	171,220	99,477

Table 4. Coasting trade arrivals and departures at principal ports

	Arrived						Departed					
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,372	1,276	693	1,656	1,762	2,620	526	459	1,527	1,997	2,010	3,005
Cardiff	501	555	812	963	1,047	1,743	254	184	501	836	942	1,805
Cowes	2,083	2,354	10,998	4,550	5,449	23,457	1,979	2,224	10,106	4,575	5,455	23,474
Hull	881	824	323	1,144	952	629	359	176	363	1,309	1,089	949
Immingham	813	636	237	1,841	1,887	1,113	1,182	1,288	874	1,782	1,901	1,181
Lancaster	1,006	1,095	1,331	1,221	1,282	1,976	1,163	1,206	1,875	1,224	1,281	1,960
Liverpool	4,155	4,548	3,614	5,489	5,912	5,732	3,171	3,314	4,301	6,030	5,921	6,108
London	6,909	5,866	4,719	9,107	7,713	7,367	2,094	1,630	2,548	9,012	7,375	6,737
Manchester	139	156	205	259	280	407	78	40	70	277	272	371
Middlesbrough	316	131	312	1,638	1,485	1,579	1,045	1,143	940	1,502	1,533	1,351
Milford Haven	392	514	128	3,114	4,087	1,698	3,038	4,442	1,745	3,211	4,565	1,843
Portsmouth	398	353	1,670	3,251	3,341	13,956	93	97	970	3,267	3,534	13,933
Preston	1,236	1,000	1,569	1,311	1,035	1,646	1,179	934	1,473	1,394	1,078	1,728
Southampton	3,101	3,332	10,873	6,122	6,663	15,069	5,353	5,563	11,401	6,136	6,507	14,636
Sunderland	181	200	211	1,392	1,039	1,072	1,090	790	732	1,293	994	968
Swansea	258	317	555	2,176	2,531	3,788	1,468	1,578	2,447	1,698	1,799	3,081
Tyne Ports	611	604	180	3,438	2,959	1,897	1,915	1,531	1,349	3,009	2,634	1,938
Ardrossan	1,380	1,532	1,880	1,553	1,697	2,293	984	1,069	1,787	1,475	1,598	2,270
Glasgow	688	990	865	1,407	1,681	1,353	335	302	440	998	1,267	1,265
Greenock	1,602	1,300	2,484	1,987	1,562	3,047	1,467	1,335	2,234	2,029	1,650	3,049
Stranraer	1,565	1,680	1,349	1,579	1,693	1,365	1,564	1,678	1,333	1,579	1,692	1,361
Belfast	6,799	6,814	7,785	7,290	7,161	8,456	5,748	5,664	6,417	7,197	7,091	8,782
Other Ports	11,375	11,761	26,083	18,934	19,011	45,069	8,972	8,726	16,205	17,996	18,176	43,166
TOTAL	47,761	47,834	78,876	81,422	82,429	147,332	45,057	45,393	71,638	79,826	80,364	144,961

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Table 5. Shipping movement at United Kingdom ports

December 1969

	Arrived				Departed			
		Thousand Net Tons				Thousand Net Tons		
	Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN								
With cargo: December 1968	5,076	3,002	2,417	585	4,902	3,100	2,417	683
December 1969	5,062	2,999	2,277	722	5,123	3,242	2,469	773
12 months ending December 1968	70,067	40,191	33,371	6,820	65,873	38,958	32,230	6,728
12 months ending December 1969	69,489	40,274	33,231	7,043	64,337	39,421	32,171	7,250
In ballast: December 1968	4,501	2,465	1,870	595	4,674	2,434	1,886	548
December 1969	4,414	2,837	2,131	706	4,562	2,513	1,873	640
12 months ending December 1968	66,578	33,108	26,492	6,616	70,195	32,764	26,512	6,252
12 months ending December 1969	67,514	34,176	27,110	7,066	69,863	33,031	26,739	6,292
COASTING TRADE – UNITED KINGDOM								
With cargo: December 1968	5,843	3,626	2,939	687	5,464	3,607	2,854	753
December 1969	5,832	3,636	2,827	809	5,712	3,753	2,929	824
12 months ending December 1968	79,755	47,761	39,958	7,803	73,111	45,057	37,529	7,528
12 months ending December 1969	78,876	47,834	39,505	8,329	71,638	45,393	37,167	8,226
In ballast: December 1968	4,602	2,503	1,893	610	4,977	2,590	2,000	590
December 1969	4,480	2,871	2,154	717	4,864	2,674	1,982	692
12 months ending December 1968	67,559	33,661	26,924	6,737	73,608	34,769	28,082	6,687
12 months ending December 1969	68,456	34,595	27,411	7,184	73,323	34,972	28,173	6,799

(†) Commonwealth and Irish Republic.

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Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

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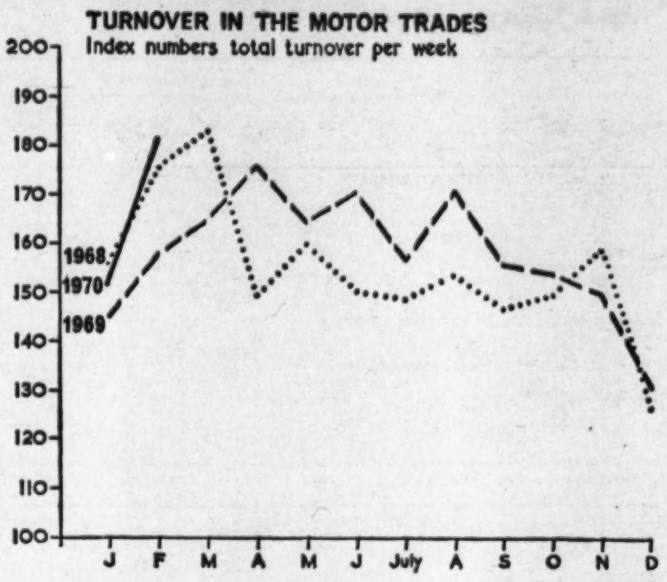
Turnover of the motor trades in February 1970

THE TOTAL turnover of the motor trades in February 1970 was 15 per cent more by value than in February 1969, an increase which followed a 5 per cent rise in January and no change in the fourth quarter of 1969. The size of the increase in February reflects in particular the low level of business in February 1969.

The value of sales of both new and second-hand motor vehicles was 15 per cent above the level of a year ago, a much larger increase than was recorded in January, when the increases on a year earlier for new and second-hand vehicles were respectively 3 and 4 per cent. These comparisons are much affected by the reduction in sales which followed the 1968 November measures.

Sales in February of petrol, oil and accessories, together with receipts from servicing and repairs were also 15 per cent more in value terms than a year earlier, following much smaller increases in recent months. About a third of this growth was accounted for by price increases.



Index numbers of turnover per week and percentage increases on a year earlier†

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£2,979 million)	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	155	172	154	150	144	156	176	183	150	160	151	149	154	147	150	159	127
	1969	158	157	171	161	144	145	158	165	176	165	171	157	171	156	154	150	131
	1970	167(‡)					152	181										
	1969	*2*	*- 9*	*11*	*7*	*—*	*- 7*	*-10*	*-10*	*17*	*3*	*13*	*5*	*11*	*6*	*3*	*- 5*	*3*
	1970	*10(§)*					*5*	*15*										
Analysis of turnover:	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
Sales of new motor vehicles (£1,119 million)	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	158	204	148	140	141	185	209	214	136	165	144	130	149	141	149	172	111
	1969	152	162	172	151	125	141	167	174	190	165	164	135	173	146	139	131	109
	1970	169(‡)					145	192										
	1969	*- 4*	*-21*	*17*	*8*	*-12*	*-24*	*-20*	*-19*	*35*	*—*	*14*	*3*	*16*	*3*	*- 7*	*-24*	*- 2*
	1970	*10(§)*					*3*	*15*										
Sales of secondhand motor vehicles (£568 million)	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	137	158	142	135	112	125	174	173	142	149	137	139	139	129	127	126	90
	1969	133	135	150	132	115	119	139	147	157	144	148	127	145	126	127	128	95
	1970	141(‡)					123	159										
	1969	*- 3*	*-15*	*5*	*- 2*	*2*	*- 5*	*-20*	*-15*	*10*	*- 3*	*9*	*- 8*	*4*	*- 2*	*—*	*2*	*5*
	1970	*10(§)*					*4*	*15*										
All other sales and receipts (£1,192 million)	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	160	151	164	165	160	144	147	160	165	161	164	171	166	159	162	161	157
	1969	174	162	179	182	174	160	158	166	173	174	188	189	181	177	180	176	167
	1970	176(‡)					171	181										
	1969	*9*	*7*	*9*	*11*	*8*	*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*	*11*	*9*	*6*
	1970	*11(§)*					*7*	*15*										

(†) The periods consist of four weeks except those marked * which are five weeks.
(‡) Index number for period January and February 1970.
(§) Percentage change for period January and February 1970 compared with the corresponding period of 1969.

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Exhibitions and Fairs

Specialized exhibitions in the USSR: Board of Trade support

IT WAS ANNOUNCED in the *Board of Trade Journal* of April 1, page 903, that support under the joint venture scheme could henceforth be given, under certain conditions, to British firms exhibiting in the series of specialized international exhibitions in the USSR.

Three of these exhibitions are now under active consideration for such support, and in the first case mentioned below it has already been decided to mount a joint venture. *Firms which are interested in any of these three exhibitions should now contact the trade associations mentioned, without delay.* Although a joint venture has already been decided on for the 'Postal communication' event, additional firms can still be accepted.

Exhibition	Place and date	Trade association
Modern means of Postal communication (POCHTA '70)	Moscow, Sokolniki Park October 26-November 4, 1970	British Postal Equipment Engineering Association (Mr. W. Pickett), Locomotive House, Buckingham Gate, London, S.W.1 (01-834 1426)
Automatic apparatus and machines for controlling and supervising vehicle and pedestrian traffic (INTERSIGNALDORTRANS '70)	Moscow, Zal. Shakhterov, Ulitsa Korolenko September 25-October 6, 1970	British Electrical & Allied Manufacturers Association, 8 Leicester Street, London, W.C.2 (01-437 0678)
Prosthetic and orthopaedic appliances (PROTEZY '70)	Moscow, Sokolniki Park October 26-November 4, 1970	British Hospitals Export Council, 24 Nutford Place, London, W1H 6AN (01-262 2641)

UK manufacturers out in force for Sydney Toy Fair

A report from the British High Commission, Sydney

THE 5th Sydney International Toy Trade Fair, organized by the Australian British Trade Association, was held at the Trocadero Ballroom, Sydney, from March 15-19. The fair was a truly international occasion, with the products of 82 manufacturers from 17 countries on display. As in previous years, British toy manufacturers were well to the fore and were easily the largest group of overseas participants. Thirty-eight members of the British Toy Manufacturers Association collaborated with the Board of Trade in a joint venture the Board of Trade paying for the space occupied by each participant and for the erection of a shell stand.

Mr. David Day, managing director of Kiddicraft Ltd., attended the fair as representative of the British Toy Manufacturers Association and 16 other British firms sent representatives. This British contingent was the largest ever to take advantage of the Board of Trade subsidized fare scheme. The fair was opened by the Chief Justice of New South Wales, Sir Leslie Herron, and Mr. Day made the speech of thanks on behalf of all overseas exhibitors.

An important British occasion during the fair was a cocktail party given on behalf of the British Toy Manufacturers Association for all the important buyers, wholesalers and retailers. Mr. Day made a short speech stressing the increasing importance of the Sydney Toy Fair since its inception in 1966 and the intense and continuing interest of British Toy Manufacturers in the Australian market.

British manufacturers reported considerable interest in their products. The fair was entirely a trade show to which the public was not admitted so that the attendance figure of more than 2,300 was excellent. Many of the toys exhibited represented the growing sophistication of the Australian market and high degree of educational value and British manufacturers took full advantage of the occasion to show a number of lines completely new to Australia. Lesney Products & Co. Ltd., makers of the famous 'Matchbox' series, introduced the Matchbox' set of ashtrays and cigarette boxes featuring silver and gold plated veteran car models. Motor and train sets have been added to the vast range of interlocking building block systems of British Lego Ltd., Wrexham, whose magnificent display featured a series of models constructed in Lego depicting famous Britons including Sir Francis Drake, King Charles II and Sir Winston Churchill. Corgi introduced their 'Corgi Rockets', precision diecast model cars with low friction bearings running on a plastic track.

The Sydney Toy Fair has over the last five years established itself as an event of considerable significance in the toy trade. Britain exported toys worth over £1.65 million to Australia last year and the increase each year in the number of British principals visiting the fair shows their concern with the development of this important market.

British Shopping Weeks in three Swedish cities

THREE British Shopping Weeks are being staged this year by Swedish retailers in towns as far apart as Lulea in the north, Gävle on the east coast, and Halsingborg in the south. They follow a similar promotion of British goods staged by the business community of Gothenburg last autumn. There can be no clearer demonstration of the widespread and lasting impression created throughout Sweden by the major British Week in Stockholm in September 1968.

For British Shopping Weeks – so called to differentiate between them and the official British Weeks – are organized at the invitation of the business communities of the towns concerned, who bear most of the cost themselves, and Swedish businessmen are not prone to ephemeral enthusiasm. Planning is in the hands of local committees, backed by the full co-operation of the Board of Trade, the BNEC Export Council for Europe, the British Embassy, the British-Swedish Chamber of Commerce and the British Travel Association.

Naturally, activities during these Shopping Weeks will be on a smaller scale than at the great British Week in Stockholm, but the potential market for British goods in all three areas offers a great opportunity to suppliers of consumer goods.

Lulea, which will 'go British' from September 18 to 26, is the most northern town ever to stage a British promotion. Yet although it lies 100 km south of the Arctic Circle, it can be reached by air from Stockholm in 70 minutes – and the airfield is close to the town. It is the port for the north of Sweden, and serves as the shopping centre for a massive hinterland, attracting shoppers from places as much as 200 miles away. Important local industries, including steelworks and railway workshops, support a population with a high standard of living, considerable spending power and a thirst for new products.

Gävle, some two hours' journey by rail or road from Stockholm, is the oldest port and town in Norrland and has immediate access to Sweden's biggest industrial region. There is a long-standing trading connection between Gavle and the United Kingdom and a fund of goodwill which seeks to further it. Uppsala to the south, and important industrial towns further inland, are all within striking distance, and visitors from them are expected to come to Gavle during the Shopping Week.

Halsingborg, Sweden's 'gateway to the continent', is only half an hour by ferry from Denmark, and less than 30 miles from Copenhagen. Halsingborg has had more experience than any other Swedish port in roll-on/roll-off traffic, and a regular container line has been in operation for over a year between it and ports in south-east England.

These three British Shopping Weeks in such varied settings have two things in common: a strong desire to increase trade with Britain, and a sophisticated buying public that will be satisfied only with the highest quality goods and is prepared to pay for them.

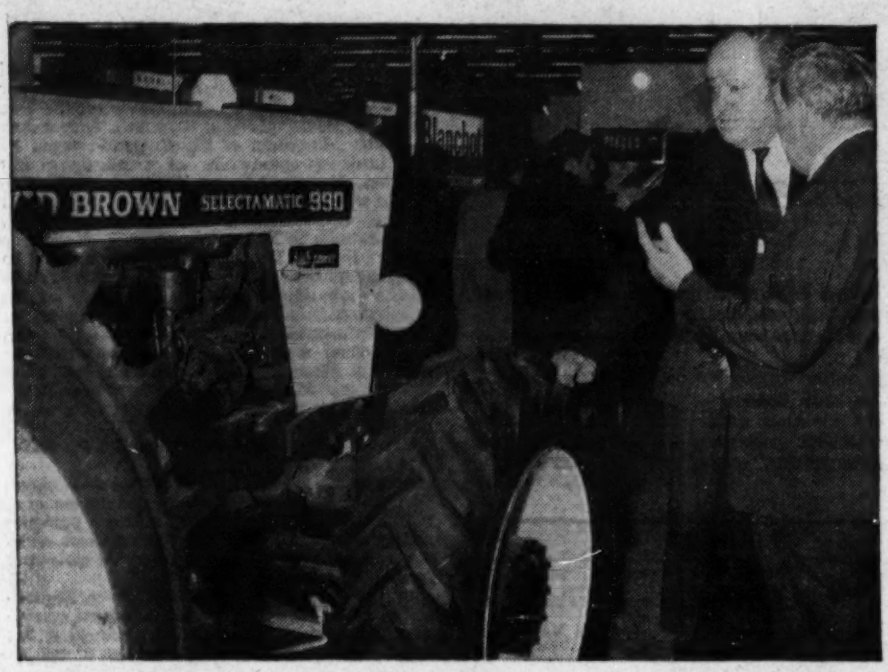
Lists of participating retailers are available from Mr. R. F. A. Rowe, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 245).

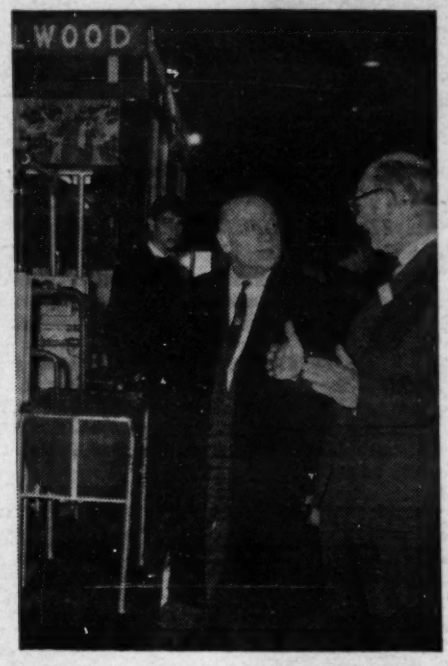
'Exhibitors report' . . .

IT IS REGRETTED that some out-of-date items were inadvertently included in the 'Exhibitors report' page of April 8 issue of the *Board of Trade Journal.*

First official British participation at Paris Agriculture Show

by Roy Barnes, British Embassy, Paris





Left: Mr. Christopher Soames, British Ambassador in France (second from right), paid an official visit to the Semaine Internationale de l'Agriculture, Paris, on March 12. He visited the first British pavilion at the Paris Agriculture Show, and is shown here in the agricultural machinery part of the exhibition visiting the stand of David Brown Tractors Ltd. of Huddersfield. Right: Mr. James Hoy, Parliamentary Secretary at the Ministry of Agriculture, Fisheries and Food (second from right), visiting the stand of R. J. Fullwood & Bland Ltd. of Ellesmere, Shropshire, at the Salon International de la Machine Agricole, Paris. The British firm took several orders, including two from Finland. They received good inquiries from French visitors, and others from as far afield as Israel, Afghanistan and Japan.

AT THE invitation of the French authorities, Britain participated for the first time within a national pavilion at the Paris Agriculture Show, held as part of the Semaine Internationale de l'Agriculture, from March 7 to 15. Foreign pavilions have hitherto been restricted to member countries of the Common Market.

The British Agricultural Export Council joined with the Board of Trade to show a wide range of animals – pigs, sheep, ponies and poultry – and animal care equipment. Visitors to the stand could take refreshment at the 'Farmers' Rest', a portable Watneys pub. The British pavilion received a great deal of attention and was visited by President Pompidou and the French Minister of Agriculture, Monsieur Duhamel. The British Ambassador, Mr. Christopher Soames, made an official visit to the stand, and a very welcome visitor from home was Mr. James Hoy, Parliamentary Secretary at the Ministry of Agriculture, Fisheries and Food. The good functional pavilion, designed and constructed by the Central Office of Information, combined with publicity received to attract numerous visitors to the exhibit. Without fail, British firms and associations reported keen interest from French and other European sources – some received good business inquiries from even further afield. Five British firms participated independently in the agricultural machinery section of the show and were encouraged by results.

In the parallel, but quite separate, Agricultural Machinery Exhibition, the usual large number of British machinery manufacturers – this time there were 39, some of whom were supported by the Board of Trade in conjunction with the Agricultural Engineers' Association – put on an effective and representative display on behalf of the British agricultural machinery industry. As in previous years, exhibitors strengthened their existing connections and made many fresh contacts with users from France and other countries.

Both exhibitions have been able to increase in size and importance. The new multi-storey hall at the Porte de Versailles exhibition park provides an extra 2,370,000 square feet of space and is able to accommodate many more foreign exhibitors than hitherto, thus providing a disproportionately greater attraction to foreign buyers.

Marine equipment promotion in Scandinavia

A GROUP of 17 British companies left the United Kingdom on April 5 to take part in a special marine equipment promotion in Helsinki and Gothenburg on April 6 and 7, and 13 and 14, respectively. Known as the BMEC Forum, this promotion was organized by the British Marine Equipment Council and backed by the Board of Trade.

The primary aim of the Forum, at which companies featured their equipment on specially designed display screens, has been to give users in the shipping and shipbuilding industries the opportunity of meeting senior executives of some of the companies in the British marine equipment industry, and of discussing with them both technical and commercial matters of mutual interest and concern. In addition, BMEC have been taking up matters relating to the industry in general on which it can offer advice and assistance.

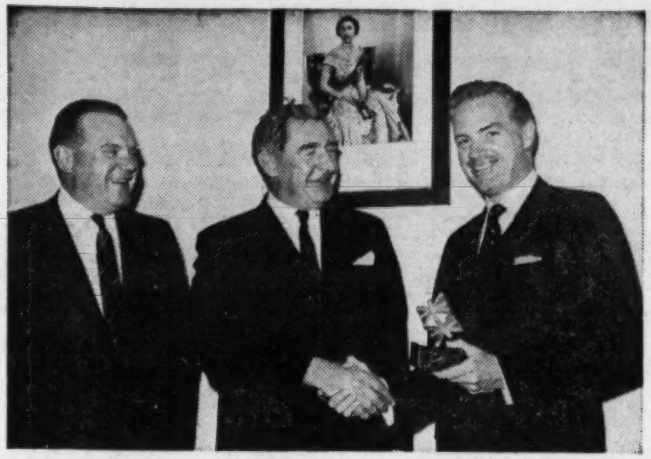
The Helsinki/Gothenburg Forum was the first event at which marine equipment has been featured in this way. BMEC is planning a series of similar events in other parts of the world which are important markets for marine equipment.

Substantial business at California stamp show

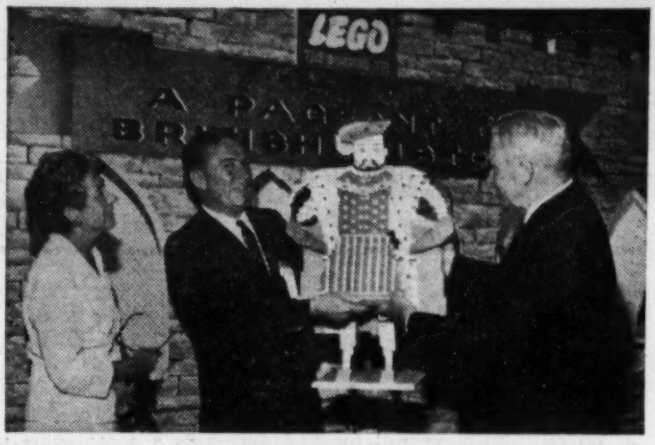
by G. L. Scullard, British Consulate-General, Los Angeles

SPONSORED by the Philatelic Traders' Society Ltd. of London, 18 British stamp dealers participated in Stamp Expo '70, held at the Grand Hotel, Anaheim, in California, from March 20 to 22. This was a relatively small show, but this factor did not prevent some at least of the British participants from doing substantial business. The interests of the British exporters ranged from Chartley Stamps of Stowe-by-Chartley in Stafford, who were showing a comprehensive range for the general collector, to Mr. R. Bodily of London, who had some superb collectors' specimens with him. Messrs. J. Sanders of Southampton were able to find worthwhile business at the show and in general, although it was certainly a small exhibition, satisfactory business was done.

Mr. Stephen Braham, who as the leader of the British group, worked unstintingly to ensure the success of the British exhibit. The Crown Agents had an attractive stand in the entrance hall of the exhibition showing stamps and covers from the Commonwealth.



Mr. A. A. E. Franklin (centre), HM Consul-General in Los Angeles, hands a memento on behalf of the British Government to Mr. Philip M. Hawley, president of Broadway Stores Inc. of Los Angeles, to commemorate the highly successful British promotion run in 28 branches of Broadway Stores last autumn. On the left is Mr. Colin Mayhew, Deputy Consul-General (Commercial) and director of the British Trade Drive Office in California.



At British Lego's impressive stand at the Sydney Toy Fair, left to right: Mrs. W. N. R. Maxwell, Mr. R. Whitmore, British Lego Ltd.; and W. N. R. Maxwell, Counsellor (Commercial) British High Commission. (Story page 1037).

British pavilion in 'first three' at Expo '70

BRITAIN'S Pavilion at Expo '70 has been hitting the headlines again in Japan. Not only is the pavilion continuing to attract 16 per cent of the total daily attendance at Expo, but it has just been voted third after the United States and the Soviet Union by the popular Japanese magazine *Shuken Gendai* – this despite the fact that Britain's spending on Expo has been £750,000 less than at the Montreal Expo in 1967 and only a quarter of what the Americans and Russians have spent on their much bigger pavilions.

The result of the poll thus confirms the claim of the pavilion's organizers – the Central Office of Information – that although modest in cost (£2 million compared with the Soviet Union's outlay of £8½ million), only the best design resources were used in the building.

During the first 14 days of Expo, 614,969 people passed through the turnstiles of the British Pavilion, out of a total Expo attendance of 3,786,977.

Making a private visit to Expo on April 11, Prince Charles spent the day touring the British and some of the Commonwealth pavilions. In the evening he was guest of honour at a reception given by Britain's Commissioner-General to Expo, Sir John Figgess and Lady Figgess.

These crowds round a bookstall in the Study Area of the British Pavilion at Expo '70 give some idea of the popularity the British contribution is enjoying among visitors to the exhibition.

Electrex '70—'a harvest festival of industrial products'

—Mr. Anthony Wedgwood Benn

'A HARVEST FESTIVAL of industrial products' was how Mr. Anthony Wedgwood Benn, Minister of Technology, described Electrex '70, the 15th International Electrical Engineers' Exhibition at Earls Court, which he officially opened on April 8. Mr. Wedgwood Benn said: 'The new Europe is already being built, and technology is the driving force behind it. A generation ago, defence technology in the shape of advanced military aircraft, weapons and missiles finally wiped out the many frontiers as meaningful lines for self-contained and fully independent national security.

'Today, civil technology in the shape of international companies, know-how agreements, joint projects and marketing ventures is wiping out most national frontiers as meaningful lines for self-contained economic and industrial independence.

'Nowhere is this more evident than in the advanced industries, of which electrical engineering is a perfect example. The growth of trade in the products of this industry between Britain and the EEC and EFTA is a foretaste of what is to come.

'Last year's exports by the electrical engineering and allied industries rose by 35 per cent to EEC countries and by 27 per cent to EFTA – a fairly remarkable performance, which contributed towards the £23 million improvement on the export/import balance in electrical goods over 1968. British entry into EEC would mean joining a market of £2,800 million to one of at least twice that size.

'The structure of the United Kingdom electrical industry has changed dramatically over the last few years and it is now in a far stronger position to compete effectively for a large part of that market. International competition will be stiff but we welcome it; and are confident that the new technological community now being built will benefit us all. To take advantage of this we need to develop still further harmonization of standards, and here metrication will help considerably.

'The demand for electricity and for electrical equipment continues to rise everywhere and this universal and uninterrupted upward trend reflects the growing industrial strength of our markets.'

The first International Electrical Insulation Conference of its kind to be held in Europe, attracting scientists and engineers from all over Europe, the United States, Canada, Japan and South Africa, was held concurrently with the first three days of Electrex. The conference, sponsored by the British Electrical and Allied Manufacturers' Association, was held from April 8 to 10. Delegates came from 16 countries, with particularly strong contingents from France and Switzerland. An illustrated preview to Electrex '70 was published in the March 18 issue.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Turkey

A BRITISH loan agreement for £3.5 million as a contribution towards the building of a suspension bridge across the Bosphorus has been signed by Mr. Michael Stewart, Britain's Foreign Secretary. The loan is provided as part of Britain's continuing aid to Turkey as member of OECD's Turkish Aid Consortium, and complements a loan of £275,000 in 1968, enabling the Turkish Government to retain the services of Freeman, Fox and Partners for design and supervisory work on the proposed bridge.

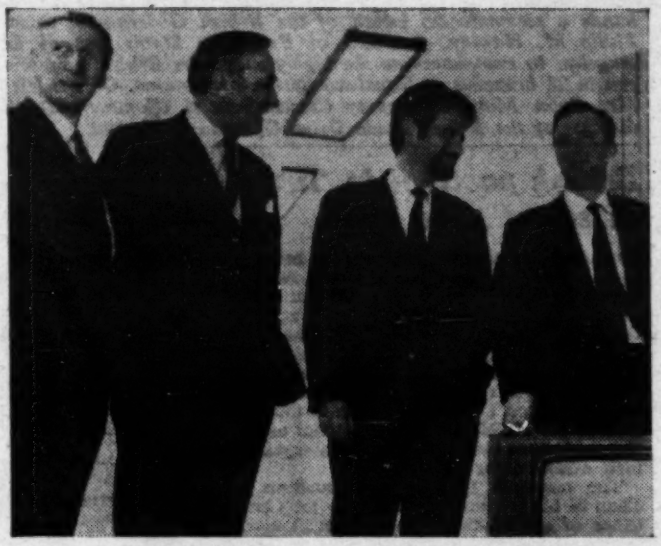
The suspension bridge, 4,900ft. long, will have a 3,500ft.-long median span and the deck will be at 200ft. above sea level. It will link the European shore to the Asian shore of the Bosphorus and will be open to automobiles and pedestrians.

The total cost of the project is estimated at $185 million. Britain's contribution is part of a total of nearly $76 million being provided by five countries and the European Investment Bank. The Turkish Government, which included the construction of bridges over the Bosphorus and the Golden Horn and an urban super-highway connected with them in its current five-year development plan, invited several governments and the bank to participate in the financing of the project. Germany is contributing $10 million, France $5 million, Italy $2.5 million, Japan $30 million, and the European Investment Bank $20 million.

The foreign credits will be used to meet all the foreign exchange expenditures and some of the local costs. Thus, the major part of the United Kingdom contribution will be spent on British goods and services, thereby enabling British firms to play a part in this important international project.

Studies have shown the construction of a bridge over the Bosphorus to be the best solution for improving the means of crossing the strait, from both a technical and an economic point of view, and that it is necessary for meeting the demands arising from the development of the Istanbul area, in which the significant portion of the industrial and commercial activities of Turkey is concentrated.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2497), quoting file reference number CRE 15060/G.



Dr. Ralph Moissis (second from right) president and managing director of Kelvinator Hellas SA, Athens, distributor and manufacturer of Pye Radio and Television products in Greece, visited the Pye HQ in Cambridge recently, for talks with the directors and senior executives of Pye Group (Radio and Television) Ltd. He is seen here with Mr. J. T. Griffiths, managing director of Pye Group (second from left); Mr. W. Reid, export director (far right) and Mr. H. M. Pinfold, export sales manager.

Tunisia and Finland

THE TUNISIAN *Journal Officiel* of March 3, 1970, announced the renewal for a further year from January 1, 1970, of the trade agreement of 1960, between Tunisia and Finland.

Details of quotas can be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/459/461).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on page i-viii of January 14 issue.

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 63/70

SOCIETE ALGERIENNE DE REALISATION ET DE PROMOTION INDUSTRIELLE:
*26s. (In French.) **Construction of Sewing Machine Plant.** (Further Information.) E.S.B. 54678/70/J.

Bulletin 65/70

Poultry Farming Equipment and Basic Stock; Closing date not stated. E.S.B. 55261/70/J.

ARGENTINA

Bulletin 63/70

ARGENTINE STATE OILFIELDS:
Petroleum Coke Processing. June 16. E.S.B. 54860/70/J.

AUSTRALIA

Bulletin 64/70

HYDRO-ELECTRIC COMMISSION OF TASMANIA:
*21s. **Cables, Joint Boxes, Terminal Boxes.** May 18. E.S.B. 55186/70/J.

Bulletin 65/70

IRRIGATION AND WATER SUPPLY COMMISSION:
***Valves, Pipe Specials.** (Further Information.) E.S.B. 54492/70/J.
FOOTSCRAY CITY COUNCIL:
*21s. **Ring Main Unit.** April 27. E.S.B. 55265/70/J.
DEPARTMENT OF WORKS:
Construction of Laboratories and Library. May 5. E.S.B. 55269/70/J.
ELECTRICITY COMMISSION OF NSW:
Cranes. May 11. E.S.B. 55268/70/J.

AUSTRIA

Bulletin 63/70

DIE OESTERRCICHISCHE PORTZEUGVERWALTUNG:
Typewriters. April 29. E.S.B. 55003/70/J.
Worsted Peice-goods June 8. E.S.B. 55002/70/J.
Calculating Machines April 28. E.S.B. 55004/70/J.
Shirt Material June. 8 E.S.B. 55001/70/J.
Adding Machines April 27. E.S.B. 5500/570/J.

BELGIUM

Bulletin 64/70

SHAPE:
***Telegraph Regenerative Repeaters.** May 26. E.S.B. 55117/70/J.

BRAZIL

Bulletin 63/70

CENTRAIS ELECTRICOS DO SUL DO BRAZIL:
*11s. (In Portuguese.) **Insulators and Accessories.** (Further Information.) E.S.B. 54871/70/J.

BURMA

Bulletin 64/70

UNION OF BURMA RAILWAY BOARD:
*3s. **Motorized Trolleys.** April 28. E.S.B. 55122/70/J.
*2s. **Calculating Machines.** April 29. E.S.B. 55080/70/J.
MYANMA EXPORT IMPORT CORPORATION:
*2s. **Calcium Naphthenate.** April 30. E.S.B. 55209/70/J.
*2s. **Paint.** April 30. E.S.B. 55211/70/J.
*2s. **Barium Sulphate.** April 30. E.S.B. 55213/70/J.
PLASTIC PRODUCTS INDUSTRIES:
*2s. **Cellulose Acetate Moulding Powder.** April 30. E.S.B. 55214/70J.
RANGOON MUNICIPAL CORPORATION:
*3s. **Bitumen Asphalt.** May 15. E.S.B. 55208/70/J.
UNION OF BURMA RAILWAY BOARD:
*2s. **Electrostatic Copier.** April 30. E.S.B. 55083/70/J.
***Microscope.** May 4. E.S.B. 55082/70/J.
***Printing Machine.** April 30. E.S.B. 55081/70/J.
***Watches, Clocks.** May 4. E.S.B. 55085/70/J.
*3s. **Permanent Way Maintenance Equipment.** April 29. E.S.B. 55123/70/J.
***Railway Coach.** April 29. E.S.B. 55121/70/J.
*2s. **Fork Lift Truck, Crane.** May 4. E.S.B. 55084/70/J.
Pump. May 4. E.S.B. 55086/70/J.

Bulletin 65/70

CHEMICAL INDUSTRIES MANAGEMENT COMMITTEE:
*2s. **Aluminium Paste.** April 30. E.S.B. 55210/70/J.
*2s. **Steel Wire.** April 30. E.S.B. 55212/70/J.
PUBLIC WORKS CORPORATION:
*5s. **Pipes and Fittings.** April 30. E.S.B. 55206/70/J.
UNION OF BURMA METAL PLANNING COMMITTEE:
*5s. **Steel Hoops.** May 8. E.S.B. 55281/70/J.
TEXTILE MILLS PROCUREMENT COMMITTEE:
*8s. **Rayon Fibre.** May 6. E.S.B. 55201/70/J.
STATE TIMBER BOARD:
*3s. **Grinding Machine.** May 8. E.S.B. 55279/70/J.
*3s. **Automatic Surface Grinder.** May 8. E.S.B. 55275/70/J.
*3s. **Electrical Equipment.** May 8. E.S.B. 55280/70/J.
*3s. **Hack Sawing Machine.** May 8. E.S.B. 55277/70/J.
*4s. **Grinders.** May 8. E.S.B. 55276/70/J.

Bulletin 66/70

UNION OF BURMA RAILWAY BOARD:
*2s. **Valves.** May 6. E.S.B. 55434/70/J.
***Padlocks.** May 7. E.S.B. 55457/70/J.
***Telephone and Telegraph Equipment.** May 4. E.S.B. 55433/70/J.
***Welding Equipment.** May 6. E.S.B. 55458/70/J.

CANADA

Bulletin 64/70

BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Bridge Crane. May 12. E.S.B. 55151/70/J.

CEYLON

Bulletin 63/70

MINISTRY OF FINANCE:
*6s. **Aluminium Alloy Sheets.** (Further Information.) E.S.B. 54459/70/J.
HEALTH SERVICES STATE PRINTING CORPORATION:
Bottle Stoppers. May 25. E.S.B. 55193/70/J.

CHILE

Bulletin 66/70

EMPRESA NACIONAL DO ELECTRICIDAD:
*26s. **Cables.** May 12. E.S.B. 55401/70/J.

COL OMBIA

Bulletin 66/70

PLANTA COLOMBIANA DE SODA:
Water Works Equipment. May 11. E.S.B. 55331/70/J.

COSTA RICA

Bulletin 63/70

LIRICCION GENERAL DE ASISTENCIA:
*1s. (Fress Notice in Spanish.) **X-Ray Materials.** April 27. E.S.B. 55097/70/J.

Bulletin 64/70

CAJAR COSTARRICENSE DE SEGURO SOCIAL:
*1s. (Press Notice in Spanish.) **Negatoscopes.** April 28. E.S.B. 55094/70/J.
*1s. (Press Notice in Spanish.) **Surgical Instruments and Materials.** May 5. E.S.B. 55096/70/J.
*1s. (Fress Notice in Spanish.) **Catheters.** April 27. E.S.B. 55095/70/J.

ETHIO PIA

Bulletin 64/70

MINISTRY OF EDUCATION:
*13s. **Vehicles, Projectors.** June 17. E.S.B. 55115/70/J.
CENTRAL MEDICAL STORES CORPORATION:
*16s. **Medical Supplies, Insecticides, Germicides.** (Further Information.) E.S.B. 54301/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 64/70

HEADQUARTERS CENTRAL ARMY GROUP:
*2s. **Offset Duplicator.** May 5. E.S.B. 55188/70/J.

GREECE

Bulletin 63/70

INSTITUTE OF SOCIAL INSURANCE:
*8s. **X-Ray and Dental Films.** May 19. E.S.B. 54940/70/J.
*6s. **Negativoscopes.** May 6. E.S.B. 54941/70/J.
*6s. **Barium.** May 8. E.S.B. 54939/70/J.

Bulletin 65/70

MINISTRY OF TRADE:
*13s. **Insecticides.** April 29. E.S.B. 55306/70/J.
*3s. **Orthoprojector; Co-ordinograph.** April 29. E.S.B. 55305/70/J.

Bulletin 66/70

*3s. **Electrocardiograph Paper.** May 4. E.S.B. 55307/70/J.
*5s. **Dry Cleaning Unit.** May 8. E.S.B. 55366./70/J.
*4s. **Dental Forceps.** May 6. E.S.B. 55365/70/J.
MINISTRY OF TRADE:
*3s. **Petri Dishes, Microscope Slides and Clips.** May 4. E.S.B. 55369/70/J.

HONG KONG

Bulletin 64/70

CENTRAL TENDER BOARD:
Extension of Kai Tak Airport. June 12. E.S.B. 54935/70/J.
*14s. **Asbestos Cement Pipes and Fittings.** May 8. E.S.B. 55189/70/J.
GOVERNMENT SUPPLIES DEPARTMENT:
*12s. **Valves.** May 8. E.S.B. 55192/70/J.
*14s. **Sluice Valves and Air Valves.** May 1. E.S.B. 55088/70/J.
*16s. **Sluice Valves and Air Valves.** May 8. E.S.B. 55087/70/J.

Bulletin 66/70

HONG KONG TELEPHONE CO. LTD.:
*5s. **Switchboard Cable.** April 30. E.S.B. 55466/70/J.
*3s. **Envelopes.** April 28. E.S.B. 55465/70/J.

INDIA

Bulletin 63/70

HINDUSTAN COPPER LTD.:
Grinding and Polishing Machine. May 27. E.S.B. 55067/70/J.
Centrifuge. May 27. E.S.B. 55068/70/J.
Rotating Stage. May 25. E.S.B. 55060/70/J.
Microscope Lamps. May 25. E.S.B. 55061/70/J.
Camera. May 25. E.S.B. 55062/70/J.
Micro attachment for Photography. May 26. E.S.B. 55063/70/J.
Hardness Tester. May 26. E.S.B. 55064/70/J.
Microscope Grain and Point Counter. May 26. E.S.B. 55065/70/J.
Rock Slicing and Sectioning Machine. May 26. E.S.B. 55066/70/J.
Microscopes. May 21. E.S.B. 55051/70/J and 55052/70/J.
Stereomicroscope. May 23. E.S.B. 55058/70/J.
Polarization Microscope. May 22. E.S.B. 55054/70/J.

(*Continued on next page*)

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Swiss Company with headquarters in Geneva and branches in Marseilles, Paris, Dusseldorf, seeks distribution for British Engineering products, machine tools, aids to industry, particularly engineering products which are suitable for sale to Automobile Industry.

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OPPORTUNITIES FOR EXPORTERS, *continued*

Microscope. May 23. E.S.B. 55057/70/J.
Polarization Microscopes. May 21/22 respectively. E.S.B. 55053/70/J and 55055/70/J.
Contrast Condenser. May 22. E.S.B. 55056/70/J.
Exposure Meter. May 23. E.S.B. 55059/70/J.
X-Ray Diffractometer. May 28. E.S.B. 55069/70/J.
INTEGRAL COACH FACTORY:
Plate Straightening Machine. May 19. E.S.B. 54950/70/J.
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*54s. Lathe. May 26. E.S.B. 54949/70/J.
X-ray Powder Camera. May 29. E.S.B. 55070/70/J.
Isotope Analyser. May 25 and May 29. E.S.B. 55071/70/J and 55072/70/J.

Bulletin 64/70
BOKARO STEEL LTD.:
Railway Weighbridge. Closing date postponed to April 30. (Further Information.) E.S.B. 53593/70/J.
HINDUSTAN AERONAUTICS LTD.:
*4s. Horizontal Drafting Machines. May 7. E.S.B. 55090/70/J.
WEST BENGAL STATE ELECTRICITY BOARD:
*55s. Cylinders. (Further Information.) E.S.B. 54223/70/J.
HINDUSTAN ORGANIC CHEMICALS LTD.:
*1s. Caustic Potash. April 20. E.S.B. 55114/70/J.
BHABHA ATOMIC RESEARCH CENTRE:
*1s. Plastic Tubes. May 20. E.S.B. 55113/70/J.

Bulletin 65/70
HEAVY ELFCTRICALS (INDIA) LTD.:
*17s. Insulators. May 15. E.S.B. 55091/70/J.
INDIAN DRUGS AND PHARMACEUTICALS LTD.:
*3s. Milk Sugar (Lactose). April 30. E.S.B. 55379/70/J.
HINDUSTAN SHIPYARD LTD.:
*25s. Rheostat. (Further Information.) E.S.B. 54495/70/J.
*23s. Arc Welding Equipment. (Further Information.) E.S.B. 54493/70/J.
BEAS PURCHASE ORGANIZATION:
*Pumps for Pumping Concrete and Concrete Conveying Pipes. Closing date postponed to April 30. (Further Information.) E.S.B. 51251/70/J.

Bulletin 66/70
INDIAN RAILWAYS:
*42s. Gear Hob, Grinders. May 7. E.S.B. 55367/70/J.
HINDUSTAN SHIPYARD LTD.:
*35s. Fire Extinguishing Plant and Equipment. (Further Information.) E.S.B. 54494/70/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*41s. Steel Plates. May 19. E.S.B. 55378/70/J.
*26s. Lathes. May 7. E.S.B. 55377/70/J.
OIL AND NATURAL GAS COMMISSION:
Drilling Equipment. May 23. E.S.B. 55381/70/J.
BOKARO STEEL LTD.:
Cables. May 11. E.S.B. 55312/70/J.

IRAN

Bulletin 63/70
IRANIAN STATE RAILWAYS:
*14s. Drilling Machine, Sawing Machine. May 10. E.S.B. 50783/70/J.
IRANIAN TOBACCO COMPANY:
*Cigarette Paper Booklets. May 21. E.S.B. 54908/70/J.
*9s. Insecticide, Fungicide. May 16. E.S.B. 54907/70/J.
Glue. May 18. E.S.B. 54959/70/J.

Bulletin 66/70
*Adhesives. May 18. E.S.B. 55371/70/J.
IRANIAN STATE RAILWAYS:
*14s. Drilling Machine, Sawing Machine. May 10. E.S.B. 55399/70/J.
*13s. Motor Tricycles. May 10. E.S.B. 55400/70/J.

IRAQ

Bulletin 63/70
DIRECTORATE-GENERAL OF PROJECTS:
Water Supply to Juhaina Village. June 6. E.S.B. 54956/70/J.

Bulletin 64/70
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*Water Supply Scheme. (Further Information.) E.S.B. 51615/70/J and 52019/70/J.

Bulletin 65/70
NATIONAL LEATHER INDUSTRIES CO. (NAT):
Electric Generating Set. May 10. E.S.B. 55316/70/J.
STATE ORGANIZATION OF INDUSTRY:
Pump for Detergent Paste. May 18. E.S.B. 55320/70/J.
MINISTRY OF DEFENCE:
*2s. Traxcavator. May 20. E.S.B. 55311/70/J.

Bulletin 66/70
MINISTRY OF WORKS AND HOUSING:
*2s. Construction of Houses. July 18. E.S.B. 55322/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Electrical Distribution Mains. May 9. E.S.B. 55321/70/J.
MINISTRY OF DEFENCE:
*2s. Tent Poles. May 20. E.S.B. 55310/70/J.

ITALY

Bulletin 66/70
NATO:
*6s. Transformers. May 28. E.S.B. 55424/70/J.

JORDAN

Bulletin 64/70
IRBID DISTRICT ELECTRIC CO. LTD.:
Electrical Equipment. May 2. E.S.B. 55136/70/J.

KUWAIT

Bulletin 63/70
MINISTRY OF EDUCATION:
*19s. (In Arabic.) Educational Aid Materials. May 5. E.S.B. 54925/70/J.
*28s. Educational Games and Toys. May 10. E.S.B. 54924/70/J.
*63s. Laboratory Instruments and Equipment. May 19. E.S.B. 54926/70/J.

Bulletin 64/70
MINISTRY OF PUBLIC HEALTH:
*11s. Chemicals. May 24. E.S.B. 55124/70/J.
*12s. Glycerine Disinfectant, Ethyl Alcohol Pharmaceuticals. May 19. E.S.B. 55125/70/J.

Bulletin 65/70
KUWAIT TRANSPORT CO.:
*5s. Oils and Greases. May 3. E.S.B. 55282/70/J.

Bulletin 66/70
MINISTRY OF PUBLIC HEALTH:
*14s. Syringes, Needles. May 24. E.S.B. 55402/70/J.
*13s. Hospital Equipment. May 26. E.S.B. 55403/70/J.
MINISTRY OF EDUCATION:
*20s. Art Material for Kindergarten. May 17. E.S.B. 55406/70/J.
*10s. (In Arabic.) Curtain Material. May 10. E.S.B. 55407/70/J.
Art Education Materials. May 12. E.S.B. 55405/70/J.
*14s. Musical Instruments. May 12. E.S.B. 55404/70/J.

MALAYSIA

Bulletin 63/70
TELECOMMUNICATIONS DEPARTMENT:
*35s. Automatic Telex System. May 21. E.S.B. 54879/70/J.

Bulletin 64/70
TRENGGANU STATE ECONOMIC DEVELOPMENT CORPORATION:
*Construction of Palm Oil Mill. June 30. E.S.B. 55155/70/J.
TENDERS BOARD:
*Pipe Supply and Laying. May 21. E.S.B. 55179/70/J.

MALTA

Bulletin 65/70
TREASURY:
*Cast-Iron Floor Files. April 30. E.S.B. 55284/70/J.
*7s. Clothing. April 30. E.S.B. 55285/70/J.

MAURITIUS

Bulletin 63/70
TENDER BOARD:
*52s. Pharmaceuticals, Surgical Dressings. May 27. E.S.B. 54876/70/J

MOROCCO

Bulletin 64/70
MOROCCAN MINISTRY OF SECONDARY, TECHNICAL AND HIGHER EDUCATION:
Scientific Educational Equipment. May 21. (Prequalification.) E.S.B. 55131/70/J.

Bulletin 65/70
M. LE CHEF DE LA DIVISION DE L'EQUIPEMENT:
*1s. (In French.) Construction Works. May 7. E.S.B. 55380/70/J.

MOZAMBIQUE

Bulletin 64/70
PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
Illuminations for Railway Yards and Mineral Deposits. (Further Information.) E.S.B. 54276/70/J.

Bulletin 65/70
*6s. (In Portuguese.) Locomotive Springs. May 5. E.S.B. 55219/70/J.
*4s. (In Portuguese.) Lead, Tin and Zinc Ingots. May 6. E.S.B. 55218/70/J.

NETHERLANDS

Bulletin 64/70
HEADQUARTERS, ALLIED FORCES CENTRAL EUROPE:
Vehicles. May 17. E.S.B. 55129/70/J.
*7s. Vehicles. May 17. E.S.B. 55128/70/J.

NEW ZEALAND

Bulletin 64/70
NEW ZEALAND FOREST SERVICE:
*3s. Pentachlorophenol Flakes. May 5. E.S.B. 55147/70/J.
NEW ZEALAND ELECTRICITY DEPARTMENT:
*69s. Auto-Transformer Bank. June 3. E.S.B. 54932/70/J.
*79s. Steel Transmission Line Tower Parts. May 26. E.S.B. 54933/70/J.
NEW ZEALAND RAILWAYS:
*17s. Mull Mixing Machine. May 13. E.S.B. 55145/70/J.
POST OFFICE HEADQUARTERS:
*3s. Jubilee Clips. April 29. E.S.B. 55149/70/J.
*3s. Spectrum Analyzer. May 6. E.S.B. 55150/70/J.
*30s. Telephone Cords. May 5. E.S.B. 55154/70/J.

Bulletin 65/70
NEW ZEALAND FOREST SERVICE:
*6s. Spectrophotometer. May 4. E.S.B. 55215/70/J.

PAKISTAN

Bulletin 64/70
PAKISTAN TELEGRAPH AND TELEPHONE DEPARTMENT:
*19s. Transmitter and Receiver. April 29. E.S.B. 55194/70/J.

Bulletin 66/70
PAKISTAN WESTERN RAILWAY:
Portable Telephones. April 28. E.S.B. 55452/70/J.
DIRECTORATE OF SUPPLY:
*9s. Steel Doors and Windows. April 30. E.S.B. 55449/70/J.

PERU

Bulletin 66/70
EMPRESA NACIONAL DE TELECOMMUNICACIONES:
Microwave Network Equipment. July 23. E.S.B. 55382/70/J.

SAUDI ARABIA

Bulletin 65/70
MINISTRY OF DEFENCE AND AVIATION:
Pharmaceuticals. April 28. E.S.B. 55246/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 64/70
PUBLIC UTILITIES BOARD:
*13s. Iron Pipe Fittings. May 15. E.S.B. 55101/70/J.
*12s. Gas Water Heaters. May 5. E.S.B. 55106/70/J.

SOUTH AFRICA

Bulletin 64/70
CITY COUNCIL OF PIETERMARITZBURG:
*3s. Tachograph and Power Brake Equipment. April 30. E.S.B. 55138/70/J.
*1s. Brewers' Yeast. April 30. E.S.B. 55157/70/J.

Bulletin 65/70
STATE TENDER BOARD:
*5s. Generating Sets. May 8. E.S.B. 55267/70/J.

Bulletin 66/70
*34s. Boring Tools. May 8. E.S.B. 55266/70/J.

SPAIN

Bulletin 63/70
MINISTERIO DE OBRAS PUBLICAS:
Underground Extension. May 19. E.S.B. 55006/70/J.

SUDAN

Bulletin 64/70
SUDAN GEZIRA BOARD:
*8s. Tyres and Tubes, Batteries. April 29. E.S.B. 55160/70/J.

Bulletin 65/70
MINISTRY OF COMMUNICATIONS:
*4s. Underground Cables. May 4. E.S.B. 55162/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 63/70
SYRIAN ARAB REPUBLIC GENERAL PETROLEUM COMPANY:
*2s. Rock Bits. May 30. E.S.B. 55013/70/J.
LATTAKIA PORT COMPANY:
Boat Engines. May 4. E.S.B. 55018/70/J.
GENERAL PETROLEUM ESTABLISHMENT:
*2s. Tetra Ethyl-Lead Motor Fluid. May 23. E.S.B. 55012/70/J.

Bulletin 64/70
ORGANIZATION OF PUBLIC TRANSPORT:
Ring Clamps. April 29. E.S.B. 55138/70/J.

Bulletin 66/70
GENERAL PETROLEUM COMPANY:
*8s. Generating Units. (Further Information.) E.S.B. 54561/70/J.

TAIWAN

Bulletin 65/70
CENTRAL TRUST OF CHINA:
*5s. Radio Equipment. April 28. E.S.B. 55337/70/J.
*5s. Graphite Plate; Graphite Rod. April 28. E.S.B. 55338/70/J.
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Agency inquiry for office furniture and equipment. E.S.B. 9096/70/J.

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Agency inquiry for aluminium sheets; galvanized iron sheets. E.S.B. 9052/70/J.

Bulletin 65/70
Inquiry for auto spare parts and accessories; clothing; curtain textiles; cutlery; electrical appliances; fabrics; leather goods; kitchenware. E.S.B. 9454/70/J.
Inquiry for printing machines and accessories. E.S.B. 8465/70/J.
Inquiry for amusement machines and devices. E.S.B. 9083/70/J.

LEBANON

Bulletin 63/70
Inquiry for coil winding machine. E.S.B. 8128/70/J.
Agency inquiry for rubber; tarpaulins. E.S.B. 8128/70/J.
Agency inquiry for biscuits; sugar confectionery. E.S.B. 44124/69/J.

Bulletin 64/70
Agency inquiry for silverplated silent butlers; trolleys. E.S.B. 25400/69/J.

Bulletin 66/70
Inquiry for computer equipment and materials. E.S.B. 7021/70/J.

LIBYA

Bulletin 64/70
Agency inquiry for automotive spares; batteries; tyres; tools. E.S.B. 9033/70/J.

MALAYSIA

Bulletin 63/70
Inquiry for coach body fittings; grinding wheels; sandpaper. E.S.B. 8971/70/J.

Bulletin 64/70
Inquiry for clothing; fabrics. E.S.B. 9022/70/J.

Bulletin 66/70
Inquiry for military and police requisites. E.S.B. 8961/70/J.

MALTA

Bulletin 63/70
Inquiry for plastic pipes. E.S.B. 8904/70/J.

Bulletin 65/70
Agency inquiry for hand tools; electrical accessories; cutlery. E.S.B. 8168/70/J.

NETHERLANDS

Bulletin 63/70
Agency inquiry for insulation materials. E.S.B. 8661/70/J.

Bulletin 64/70
Inquiry for inflatable dolls and figures. E.S.B. 5460/70/J.

NETHERLANDS ANTILLES

Bulletin 63/70
Inquiry for Sweaters. E.S.B. 8198/70/J.

NEW ZEALAND

Bulletin 62/70
Inquiry for woollen scarf material. E.S.B. 8614/70/J.

Bulletin 64/70
Agency inquiry for piece-goods. E.S.B. 3315/70/J.
Manufacture under licence – road safety equipment; reflective sign material. E.S.B. 9044/70/J.

Bulletin 66/70
Inquiry for jewellery. E.S.B. 8974/70/J.

PHILIPPINES, REPUBLIC OF

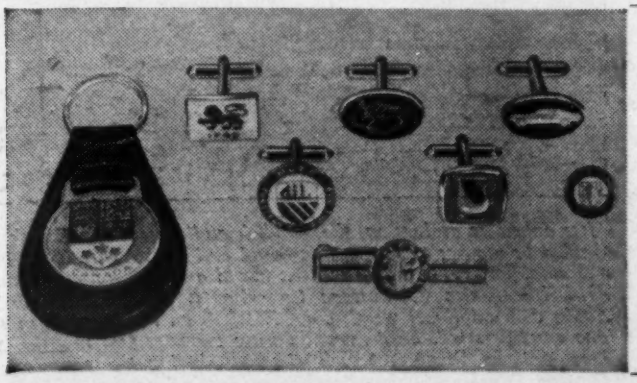
Bulletin 64/70
Inquiry for audio-visual teaching aids. E.S.B. 9023/70/J.

Bulletin 66/70
Agency inquiry for airport cargo handling system; fire alarm systems; telephone system; TV broadcasting systems. E.S.B. 8863/70/J.

POLAND

Bulletin 63/70
Inquiry for iron and steel forging plant and equipment. E.S.B. 8365/70/J.

(Continued on next page)



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OPPORTUNITIES FOR EXPORTERS, *continued*

PORTUGAL

Bulletin 66/70
Inquiry for split pins; springs; washers. E.S.B. 9020/70/J.

QATAR

Bulletin 62/70
Agency inquiry for electric light bulbs; fluorescent lighting and fittings. E.S.B. 8422/70/J.
Inquiry for hides processing plant. E.S.B. 6175/70/J.

RWANDA

Bulletin 62/70
Inquiry for builders' hardware and sundries; bicycles; cotton fabrics; hand tools; office furniture; watches. E.S.B. 8220/70/J.

Bulletin 66/70
Inquiry for agricultural hand tools; cane knives. E.S.B. 8468/70/J.

SAUDI ARABIA

Bulletin 63/70
Inquiry for men's shoes; wool worsted suitings. E.S.B. 8576/70/J.

Bulletin 66/70
Inquiry for steel pipe. E.S.B. 7541/70/J.

SIERRA LEONE

Bulletin 62/70
Inquiry for machine tools. E.S.B. 47661/69/J.

Bulletin 66/70
Inquiry for air conditioners; fans; refrigerators. E.S.B. 9763/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 62/70
Agency inquiry for paint rollers and trays. E.S.B. 8506/70/J.

Bulletin 63/70
Agency inuiry for knives. E.S.B. 8082/70/J.
Agency inquiry for electric motors. E.S.B. 852/70/J.
Agency inquiry for marine inboard diesel engines. E.S.B. 7648/70/J.

Bulletin 64/70
Inquiry for chemical plant. E.S.B. 9505/70/J.

Bulletin 65/70
Agency inquiry for loudspeakers. E.S.B. 9175/70/J.
Agency inquiry for pumps. E.S.B. 7189/70/J.
Agency inquiry for generators; plugs; switches; switchgear; welding equipment. E.S.B. 8423/70/J.

SOUTH AFRICA

Bulletin 62/70
Agency inquiry for fabrics; knitwear; suitings; toys. E.S.B. 8359/70/J.

Bulletin 66/70
Inquiry for plastic tubing and accessories. E.S.B. 50178/69/J.
Agency inquiry for boat fittings and equipment; distress signals; life rafts; marine safety equipment; stoves; toilets; wire rope. E.S.B. 8510/70/J.
Inquiry for pre-frozen bakery lines; freezing and other cabinets; packaging machinery; supermarket equipment. E.S.B. 9066/70/J.

SPAIN

Bulletin 63/70
Inquiry for rabbit breeding equipment; vitamins; animal feeding stuffs. E.S.B. 40879/69/J.
Inquiry for upholstery machinery. E.S.B. 9024/70/J.

SWEDEN

Bulletin 62/70
Agency inquiry for electronic products; high tension equipment; hospital equipment; loudspeaker fabrics; lamps and parts; metals; sound reproduction and recording equipment. E.S.B. 8899/70/J.

Bulletin 64/70
Inquiry for heavy duty towing tractors. E.S.B. 7388/70/J.

Bulletin 65/70
Inquiry for wooden box making machinery. E.S.B. 8970/70/J.

Bulletin 66/70
Agency inquiry for bandages; training bags. E.S.B. 9021/70/J.

SWITZERLAND

Bulletin 62/70
Agency inquiry for menswear. E.S.B. 7417/70/J.
Inquiry for caps. E.S.B. 37221/69/J.
Agency inquiry for builders' tools and hardware; construction equipment; crane material; electrical components. E.S.B. 3205/69/J.
*10s. Inquiry for machined components. E.S.B. 51604/69/J.
Inquiry for footwear. E.S.B. 8871/70/J.

Bulletin 63/70
Inquiry for clothing. E.S.B. 8972/70/J.
Inquiry for toys. E.S.B. 9001/70/J.
Agency inquiry for imitation fire places; electric fires. E.S.B. 8546/70/J.
Inquiry for light bulbs. E.S.B. 52169/69/J.
Agency inquiry for coats; fabrics; leisure wear and sportswear. E.S.B. 53555/69/J.
Agency inquiry for car wheels; leaf springs. E.S.B. 8632/70/J.
Inquiry for vitamin C tablets. E.S.B. 44174/69/J.

Bulletin 64/70
Agency inquiry for furniture. E.S.B. 38130/69/J.
Agency inquiry for foodstuffs. E.S.B. 8959/70/J.
Inquiry for gold watch bracelets. E.S.B. 8823/70/J.

Bulletin 65/70
Agency inquiry for frozen foods. E.S.B. 9015/70/J.

TUNISIA

Bulletin 66/70
Inquiry for clocks, crockery, domestic hardware; lighting fittings; polishes; toiletries; toys; vacuum flasks. E.S.B. 9359/70/J.

THAILAND

Bulletin 66/70
Inquiry for secondhand railway lines. E.S.B. 47636/69/J.

UGANDA

Bulletin 62/70
Inquiry for glue; paper; thread. E.S.B. 8915/70/J.

Bulletin 63/70
Inquiry for automatic filling and sealing machine; cardboard boxes; paper packets. E.S.B. 9166/70/J.

Bulletin 64/70
Agency inquiry for laminated sheets; glue; linoleum; mortice locks; pipe fittings. E.S.B. 8848/70/J.

UNITED STATES OF AMERICA

Bulletin 62/70
Inquiry for art prints. E.S.B. 8909/70/J.
Agency inquiry for chemicals; pharmaceuticals. E.S.B. 970/70/J.

Bulletin 63/70
*1s. Manufacture under licence – orthopaedic shoes. E.S.B. 8705/70/J.
Inquiry for earth moving and excavating equipment. E.S.B. 9133/70/J.

Bulletin 64/70
Agency inquiry for water gauging meter. E.S.B. 5977/70/J.

Bulletin 65/70
Inquiry for fancy goods; furniture; rugs. E.S.B. 9331/70/J.
Inquiry for rice and grain processing and testing equipment. E.S.B. 9075/70/J.
Inquiry for electronic components. E.S.B. 9328/70/J.
Inquiry for display accessories and components. E.S.B. 9031/70/J.

Bulletin 66/70
Agency inquiry for petrol engines. E.S.B. 8969/70/J.
Inquiry for labelling machines; silk screen machinery; screen manufacturing machinery. E.S.B. 9092/70/J.
Inquiry for grain storage and drying systems and equipment. E.S.B. 8633/70/J.
Inquiry for lawn mower blades. E.S.B. 39152/69/J.
Agency inquiry for gauges; motor cycle testing equipment; speedometers. E.S.B. 8515/70/J.
Inquiry for snap shackles; sweaters; turnbuckles. E.S.B. 9097/70/J.
Market report on motor cycles; scooters; spa re part and accessories. E.S.B. 53698/69/J.
1s. Denture parts. E.S.B. 9714/70/J.

USSR

Bulletin 63/70
Road taxes. E.S.B. 22940/G/J.

YUGOSLAVIA

Bulletin 63/70
Agency inquiry for hospital electronic equipment. E.S.B. 8689/70/J.

Bulletin 66/70
Inquiry for printing press. E.S.B. 9293/70/J.

ZAMBIA

Bulletin 65/70
Inquiry for solder; tin plate; wire. E.S.B. 9222/70/J.

Representatives of management and the shop floor have a last look at the 10,000th Bridgeport milling machine built in Bridlington by Adcock and Shipley (Bridgeport) Ltd., before it is shipped to Germany. Adolf Unverzagt of Stuttgart, Adcock-Shipley agents in the Federal Republic of Germany, have purchased it and it was sent to them from Bridlington as part of their monthly container consignment of Bridgeport machines. Currently, Adcock-Shipley sales of milling machines in Germany are running at £250,000 a year.

SWEDEN TO MARKET BRITISH AMPLIFIER

After extensive evaluation, the Swedish audio company, Sonab, has decided to market the British designed and built Cambridge Audio P40 amplifier. Sonab has placed an initial order with manufacturers AIM Electronics (Cambridge Consultants) for 1,000 Cambridge Audio P40 amplifiers worth over £100,000 on the Swedish market. The amplifiers will be delivered during the next few months. Seen here is Hans Wagner, Sonab director, signing the contract with Gordon Edge, chairman, Cambridge Audio Laboratories.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 723 of March 18 issue) or the Export Services Division, Hillgate House, 35 Old Bailey London, E.C.4 (Tel. 01-248 5757).*

Tufted carpets lead the world

THE British tufted carpet industry leads the world, asserts Mr. A. J. Rushworth, export sales manager of Lancaster Carpets Ltd., after completing a six-week round-the-world trip.

Mr. Rushworth visited America (home of the tufted carpet industry), Australia, New Zealand, South Africa, Zambia, Kenya and a number of Mediterranean countries in a tour that combined trading negotiations and order taking. Distributorships are being arranged this year, giving Lancaster Carpets extensive coverage of the Mid-West and East of America and the first opportunity of achieving volume sales in these territories.

The sectors in which Britain leads, Mr. Rushworth considers, are those on which the future of the industry depends – design and patterning.

Lancaster Carpets, with exports at factory prices well in excess of £1 million during 1969, claims to be Britain's leading exporter of tufted carpet, with a share of the export market probably in the region of 15 per cent of all British tufted carpet exports.

Mr. L. B. Whittaker, managing director, Allen West (Brighton) Ltd., signs an exclusive licensing agreement for the range of vacuum contractors manufactured by the Tokyo Shibaura Electrical Co. Ltd., of Tokyo, the sixth largest company in Japan. Mr. Y. Aoki, United Kingdon general manager of the Japanese manufacturers, looks on.

Sales tour in eastern Europe

IN ORDER to stimulate increasing sales of Whatman analytical laboratory filter papers in eastern bloc countries, Mr. Brian E. Talbot, sales director, and Mr. Michael Evans, sales manager, will visit Budapest, Sofia, Belgrade and Prague between April 20 and 30.

H. Reeve Angel & Co. Ltd., London, are the selling agents for the Whatman range of laboratory filtration and chromatography products produced by W. & R. Balston Ltd., Maidstone. Over 70 per cent of Whatman production is exported and the proportion being sold in eastern Europe is increasing favourably.

During the visit to Budapest, the salesmen will spend much of their time on the company's exhibition stand on the SIMA BoT-sponsored British exhibition of scientific laboratory products (from April 22 to 28).

With a view to expansion of the sales of special quantitative analytical filter papers in Hungary, discussions were recently held at Sima House, in London, with two visiting Hungarian State buyers. The company's activities in Yugoslavia and Czechoslovakia are providing encouraging results, but favourable trading arrangements have yet to be established in Bulgaria.

Mr. Talbot will also visit Austria, and Mr. Evans will visit the Munich 'Analytica' (biochemical laboratory analysis) exhibition at the end of the eastern bloc tour.

Visiting South Africa and United States

MR. MIKE CHANTLER, marketing director, Brookhirst Igranic Ltd., Bedford, has flown to South Africa on a visit to associate companies in Johannesburg, Durban, Cape Town and Port Elizabeth to discuss future trends and marketing developments. He flies to the United States on May 2 to discuss international product planning with associates in Milwaukee and Elmira.

Successful Middle East tour

MR. DAVID WILSON, Middle East and Africa area sales manager for Pye Group (Radio & Television) Ltd., Cambridge, recently returned from a two-week tour of the Middle East. The tour went exceptionally well and he was able to return to Cambridge with more than £100,000 worth of business from Dubai, Abu Dhabi, Doha, Bahrain, Kuwait, Amman, Beirut and Nicosia, as well as appointing a number of new distributors.

OUTWARD MISSIONS

Visiting northern Italy

AN engineering-based mission left London Airport recently for Milan – a trade mission organized by the Leicester and County Chamber of Commerce which received financial assistance from the BNEC.

The mission was based in Milan but members visited the various centres of production in northern Italy which hold the greatest potential for the sale of their equipment. The mission comprised manufacturers of woodworking machinery; jersey fabric machinery; textile machinery; cable machinery; precision instruments; metal sawing and saw-sharpening machinery; preparing, weaving and finishing machinery; and a jersey fabric manufacturer.

A number of the members, already represented in northern Italy, worked to a programme arranged by their agents. The others received assistance from the Commercial Department of the British Consulate General in Milan.

Visiting Canada

CROYDON EXPORT CLUB's trade mission to Canada is now in Toronto, after a week in Vancouver. From April 21 to 24 members will be in Montreal, while individual members will break away from the team to visit Edmonton, Winnipeg and St. John. The mission leader is Mr. P. N. Whitehead, marketing and sales director of Dowson Keith Electric Ltd.

BNEC mission to Venezuela

THE British National Export Council's Latin America Committee is sponsoring a mission to Venezuela between June 28 and July 4. It will consist of representatives of a wide cross-section of those British capital goods industries which are regarded as having considerable sales potential in Venezuela.

Opportunities in Latin America

BRITISH INDUSTRY is missing opportunities for expanding trade with the Argentine and Brazil, reports Mr. G. H. Bissenden, chairman of the Latin American and West Indies section of the Manchester Chamber of Commerce, on his return from a Chamber mission to these markets.

The mission, which covered a wide range of products, found a ready acceptance of British goods in the Argentine and Brazil; orders totalling £80,000 were booked and further orders of more than £1 million are under negotiation.

'The Argentine and Brazil are progressing rapidly and will do so with or without British industry, but there is a fund of goodwill towards Britain and both countries are anxious to trade with us,' says Mr. Bissenden.

Despite considerably improved exports to the Argentine and Brazil – totalling £89 million last year – Britain still has only about 6 per cent of the two countries' imports.

Quick 'turn-round'

MR. ALAN GEE, export executive of Dunlop Footwear Ltd., left recently on an extended selling trip covering six countries and 16,350 miles. Even his departure from the United Kingdom was a speedy 'turn-round', since he had just returned from a visit to Finland. In Helsinki the temperature was below freezing point; but in Kenya and Uganda he will need to wear tropical weight clothing in temperatures of up to 90°F.

Mr. Gee's 23-day trip takes in South Africa, Zambia, Uganda, Kenya, Cyprus and Switzerland.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Division of the Board of Trade.*

MISSIONS AND TOURS, *continued*

New Zealand trade survey

MR. PHILIP CHAPPELL, a managing director of Morgan Grenfell & Co. Ltd., and Prof. Roland Smith, Professor of Marketing, Manchester University Institute of Science and Technology, have returned to Britain after a detailed survey of potential opportunities for British trade and investment in New Zealand. Their investigation was commissioned by the New Zealand Section of the BNEC. During their month's stay the team had the opportunity of meeting Ministers, senior New Zealand Government officials, bankers, leading businessmen from all classes of industry and commerce, and academic economists in the major universities.

Commenting upon current market conditions in New Zealand, both investigators emphasized the importance of New Zealand to Britain's export effort: 'In 1969 Britain exported £119.8 million of goods to New Zealand and this represented over 30 per cent of New Zealand's total import requirements.

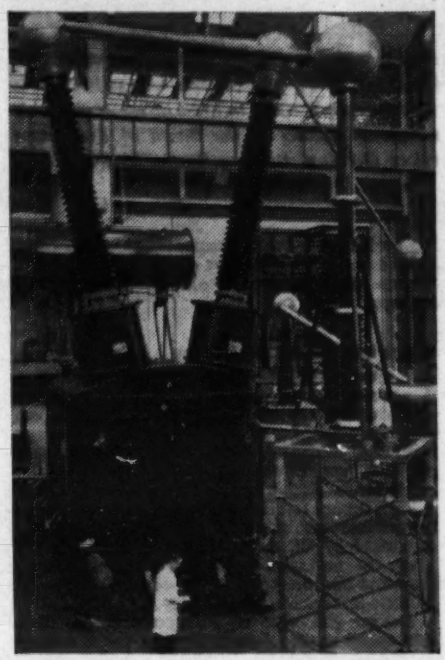
'Currently, the New Zealand economy is buoyant and prosperous, with record export earnings: in addition to the wide range of consumer goods traditionally exported to this market, its developing industries present attractive opportunities to British manufacturers of capital goods and machine tools. Tariff preferences and traditional ties with Britain still represent significant advantages to British manufacturers and the current relaxations of import licensing provide new opportunities.

'However, the New Zealand economy is becoming more competitive and the signs are there for everyone to see – other international suppliers have been successfully seeking out many opportunities to pentrate the market.

'In a more competitive local market, and one where the pattern of import requirements will be changing, British manufacturers exporting to New Zealand who are efficient in their total marketing effort – on price, quality, and above all, delivery performance – are likely to do well in the future, but the days when British manufacturers could regard New Zealand as a "protected market" for the British exports are clearly over.'

The New Zealand Section of BNEC is sponsoring 15 trade missions to New Zealand in the next 12 months.

PROVING TESTS FOR SMOOTHING REACTOR



The 450,000 volt dc smoothing reactor seen in the background is being connected up for proving tests in the high-voltage laboratory at the English Electric Works, Stafford. The reactor is being supplied on a £12 million contract by English Electric Power Transmission Limited for the Nelson River, Canada, dc transmission project. In this 810,000 kW project, power is being generated at the Kettle Rapids Generation Station on the Nelson River and supplied to the Radisson Converter Station, from where it is transmitted 565 miles to the Dorsey converter station near Winnipeg. The scheme is well advanced and is due to enter service in 1971.

Visiting Portugal and Spain

Two London Chamber of Commerce trade missions are visiting Portugal from April 12 to 19 and Spain from April 19 to 29. Both missions, being run in unison, are led by Mr. Frank Foster, of Balfour Williamson Ltd., and chairman of the Chamber's Iberian Section.

The main theme of both missions is 'industrial co-operation'. There has been strong support for the missions from the Governments, Chambers of Commerce and banks in both countries.

A reconnaissance group went to Portugal during 1969 and an Anglo-Portuguese economic seminar was staged by the London Chamber in November.

In 1969 British exports to Portugal totalled £76.1 million – a rise of £16.5 million over 1968. Portuguese exports to Britain have remained fairly static at £75 million.

The members of the two missions represent a wide range of industries, including engineering, consultancy, marine equipment, container and cargo handling, electronic and electric equipment, steel, irrigation, scientific instruments and construction. Consumer goods to be represented include whisky, clocks and haberdashery accessories.

Off to Australia and United States

ONE of a six-man trade mission leaving this month for Australia and the United States is Mr. Brian Robinson, export executive with the Sussex-based Jaycee Furniture Group.

Sponsored by the British Furniture Manufacturers' Export Club, the mission will tour Australian state capitals and visit the New South Wales Furniture Guilds Exhibition before flying out to complete a field survey in California, groundwork for a sales drive there next year.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. R. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

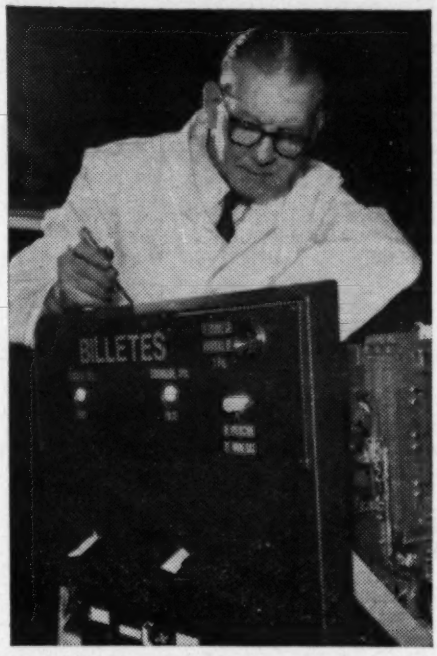
SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.



Setright Registers Ltd., a member of the Bryant and May group, has made a batch of 10 ticket issuing machines for experimental use on the Madrid Metro. Mr. E. W. Burman, Setright's export director, said: 'This initial order is worth only a few thousand pounds. But if the machines prove successful – and we're sure they will – then we should win a very handsome contract.'

Contracts valued at over £300,000

During recent weeks, The Bronx Engineering Co. Ltd., of Lye, Stourbridge, have received overseas contracts totalling well over £300,000, including a large bar straightening installation for a Polish steel works. Other orders include two further bar straightening installations for a Spanish steel works.

Bronx have also received orders for section straightening machines from India and Greece, and for tube straightening machines from Argentina, Italy, Poland and Switzerland.

Record sales of over £4 million

A record performance of over £4 million sales to 114 territories has been achieved by member companies of the Firth Cleveland group for 1969. As in the two preceding years, Northern America heads the list of markets – this in itself is a compliment to companies selling in the face of fierce indigenous competition. Sweden, Canada and Holland follow in order of priority.

EEC and EFTA countries increased their purchases considerably – the EFTA share, for example, amounted to 20·4 per cent of the total overseas sales.

Products are extremely diverse, but chief contributors range from steel strip, wire and fasteners to lead and space heating equipment.

Grain silos for Nigeria

Spiraflite Ltd., Biggleswade, Beds., have won an order worth about £15,000 to supply grain storage silos, associated grain handling equipment and bulk feed tanks for livestock feed purposes to be erected in Lagos State, Nigeria.

£1.2 million tunnel contract

The Municipality of Bangkok, Thailand, has awarded a £1·2 million contract to Kinnear Moodie & Co. Ltd., in joint venture with Gammon (Hong Kong) Ltd. The contract is for the construction of over 1,609 metres of 3·6 metres internal diameter tunnel under the city to form part of a major drainage scheme.

The contract is understood to be one of the most important civil engineering contracts awarded to a British contractor by the Thai authorities.

Boilers for sugar refineries

Two orders for water tube boilers worth nearly £500,000 have been placed with the John Thompson Group, Wolverhampton. The boilers are to be installed in sugar refineries in Pakistan and South Africa.

Record sales in 1969

Exports of Cadbury cocoa products and confectionery in 1969 reached a record £8·25 million, a 7½ per cent increase on 1968 values and a total increase of 56 per cent since 1966. The company's chocolate and cocoa products, together with chocolate biscuits and sugar confectionery, have become increasingly popular in the United States where in three years sales have risen by 150 per cent; Cadbury brands now have a 45 per cent share of this class of United Kingdom exports to the United States market.

Equipment for Belgian road research

The Belgian road research centre (Centre Recherche Routiere) has just ordered a £40,000 test rig from Faireys Surveys Ltd., Maidenhead, Berks. The rig is believed to be the first of its kind able to test road materials under conditions closely controlled to simulate actual service use. The research and engineering division of Fairey Surveys is designing and manufacturing the test rig; the division was also responsible for the initial feasibility study for the project in 1968. Delivery of the test rig is scheduled for autumn this year.

Second United States methanol plant

The Power-Gas Corporation Ltd., a Davy-Ashmore company, is to carry out the basic engineering of a new methanol plant, with an eventual capacity of 200 million galls. a year, to be built for Celanese Corporation at Clear Lake, Texas. The plant will utilize the ICI low-pressure methanol process and will incorporate the 'low carbon' concept developed by Power-Gas for the design of plants based on natural gas feedstock. Also incorporated will be a Power-Gas modular steam reforming furnace.

Of the world-wide total of five contracts announced for low-pressure methanol plants, Power-Gas has four, two of which are in the United States and the others in South Korea and Taiwan.

£300,000 order from United States

The Brechin works of Jute Industries Ltd. (formerly Duke and Lowson Ltd.) have won the most valuable order in the company's history from the United States. Worth over £300,000, the order is for approximately 1·5 million sq. yds. of upholstery cloth and will keep a substantial part of the plant's looms occupied well into 1971. The cloth will be shipped in 40-ft. containers via Grangemouth and New York to its ultimate destination; in this way each container's 20 tons of cargo will travel door to door without once being disturbed or handled.

Heat exchangers for Yugoslavia

Sixteen Paraflow heat exchangers and ancillary equipment totalling £56,0000 have been ordered from The APV Co. Ltd., Crawley, Sussex, by Servo Mihalj of Zrenjanin, Yugoslavia, for the equipping of a new beet sugar factory. They will include eight of the large type R106 machines and will be used for the heating of beet juice at various stages of the process.

Suspended ceiling for West Indies

A suspended ceiling for a new hotel in the West Indies is soon to be delivered by the Merchant Trading Company of Adrienne Avenue, Southall, Middx. The order will benefit the company by about £1,500. The ceiling consists of 4,000 Turners Asbestos 2 x 2 ft. panels for a concealed grid system.

Eastern European orders top £1 million

A contract worth £130,000 for steel cladding, roofing and a ventilation system for a petrochemical complex at Kaucuk-Kralupy, Czechoslovakia, brings the total value of export orders won by H. H. Robertson of Ellesmere Port, in eastern Europe to over £1 million in the past 12 months.

Procon (Great Britain) Ltd. have recently placed an order worth over £70,000 with APV-Mitchell of Croydon, for sieve and ballast trays fabricated in carbon steel, stainless steel and monel. The trays are required for a crude distillation column, heavy and light gas oil strippers, kerosene strippers, vacuum, splitter and stabilizer columns at the Golden Eagle Refinery, Quebec City, Canada. Picture shows the first consignment of trays being checked before export to Canada.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 581/70 determines the amounts of the variable elements and the additional duties applicable during the third quarter of 1970 to the import into the community of goods covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L71 dated March 31, 1970).

SUGAR

Regulation (CEE) No. 597/70 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L72 dated April 1, 1970).

Regulation (CEE) No. 601/70 fixes the production refunds for white sugar used in the chemical industry (*Journal Officiel* No. L72 dated April 1, 1970).

Regulation (CEE) No. 620/70 modifies **Regulations (CEE) Nos. 1965/69** and **224/70** concerning regular adjudications for the export of sugar (*Journal Officiel* No. L74 dated April 3, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 600/70 establishes the methods of application for **Regulation (CEE) No. 580/70** modifying the premiums system for the slaughter of dairy cows (*Journal Officiel* No. L72 dated April 1, 1970).

Regulation (CEE) No. 603/70 modifies **Regulation (CEE) No. 685/69** relating to the methods of application for intervention on the butter and cream markets (*Journal Officiel* No. L72 dated April 1, 1970).

The *Journal Officiel* No. L74 dated April 3, 1970 contained a correction to Article 1 of **Regulation (CEE) No. 414/70** which establishes the general regulations relating to measures intended to increase the use of butter by certain categories of consumers.

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 602/70 reduces the amount specified by Article 4 of **Regulation (CEE) No. 1661/69** which reduces the amount of the subsidy for oilseeds ground in France (*Journal Officiel* No. L72 dated April 1, 1970).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 626/70 modifies **Regulation (CEE) No. 1666/69** in so far as it concerns the subsidies and compensatory amounts in the cattlemeat sector (*Journal Officiel* No. L75 dated April 4, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 621/70 modifies **Regulation (CEE) No. 565/70** which relates to the administration of the quality grading system for the import of table apples (*Journal Officiel* No. L74 dated April 3, 1970).

IRISH REPUBLIC

Regulations for use of cyclamates in food

THE MINISTER of Health in the Irish Republic has made regulation s prohibiting generally, as from March 23, 1970, the manufacture, preparation, importation, storage, distribution, exposure for sale, and advertisement of cyclamates for use in food and of food containing cyclamates, unless the container of the cyclamates or the container of the food bears a cautionary label in a form and manner approved by the Minister.

Details regarding the conditions relating to such labelling may be obtained from the Secretary, Department of Health, Custom House, Dublin 1.

Copies of the regulations may be purchased from the Government Publications Sale Office, GPO Arcade, Dublin.

Inquiries from British exporters may be made of Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

FRANCE

Global quotas for potatoes

THE FRENCH *Journal Officiel* of April 4 announced that potatoes (Tariff No. 07.01 A III b) originating in and imported from all countries other than the member countries of the EEC and countries of the Franc Zone may be imported until May 10, 1970.

Imports will be effected under the minimum price procedure laid down in a notice to importers dated July 29, 1962, and subsequently modified.

Tariff No.	Products	Reference product	Minimum price per kg (Francs)	Period of application
Prices recorded at national market of Rungis (Paris market).				
07.01 A III b	Potatoes other than early or seed potatoes and not imported for the manufacture of starch	Bintje minimum riddle	0·35	April
		35 mm. in sacks of 50 kg	0·35	May 1-10

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of April 1, published a notice setting out the variable levies and maximum rates which apply from April 1, 1970, to certain foodstuffs under the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the items covered by these headings are omitted but can be seen in the *Board of Trade Journal* of April 1, 1970, page 913).

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Colouring materials used in foodstuffs

THE FRENCH *Journal Officiel* of April 3 published an order amending the current regulations on the use of colouring materials used in foodstuffs.

The modifications include additions to the lists of acceptable colouring materials and lay down standards for the colourants used in foodstuffs.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

SPAIN

Import deposit scheme

NOTICE WAS GIVEN in the *Board of Trade Journal* of January 7 (page 60) of the import deposit scheme introduced by the Spanish authorities in December 1969.

The Spanish *State Gazette*, of March 12, published an Order of March 11 permitting persons non-resident in Spain to pay deposits of over $1,000 in foreign currency. The deposit, 20 per cent of the c.i.f. value or of the f.o.b., plus 5 per cent of the transaction may be paid into the Banco de España through a delegated bank. The Order details the necessary documentation procedure of payment, surety and refunding of deposits made in this way.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462), where the Spanish text may be seen.

Customs tariff modifications

THE SPANISH *State Gazette* of March 24, announced the following modifications to the Spanish Customs Tariff:

Tariff Heading	Description	Definitive duty Per cent	Transitory duty Per cent
29.04 B 3	Other polyhydric alcohols and halogenated, sulphonated, nitrated, nitrosated and mixed derivatives of such alcohols	*20*	*13*

Duty-free import quotas

THE SPANISH *State Gazette* of March 24 announced the following duty-free import quotas:

Tariff Heading	Description	Quota in tons	Valid until
29.15 B	Maleic anhydride	3,000	December 31, 1970
28.29 A 3	Sodium aluminium fluoride (artificial cryolite)	1,000	September 24, 1970

Inquiries about above notices should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Importation of in-calf heifers

THE SPANISH *State Gazette* of March 26 published an Order of March 20 authorizing the importation of 20.000 in-calf heifers of under three years old during the period to December 31.

No specific breeds are mentioned. Spanish authorities are prepared to consider proven beef production animals. Importers must submit applications to the Spanish Ministry of Agriculture before approval to import can be given.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462), where the Spanish text may be seen.

(*Continued on next page*)

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PORTUGAL

Drawback on processed cheese

PORTUGUESE *Diario do Governo*, 1st Series, No. 60, of March 12, 1970, Published Order No. 142/70 which authorized the import under drawback, for a period of two years, of raw materials for processed cheese, and the aluminium or plastic foil for wrapping it.

The two-year period stipulated may be extended at the discretion of the Minister for the Treasury on application by an interested party.

The duties refunded will be those on raw materials and wrapping materials imported and used in the products exported. The raw materials and the wrapping materials concerned, and the percentage refund will be fixed by Ministerial decision.

The processed cheese and wrappings must be re-exported within two years of import.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

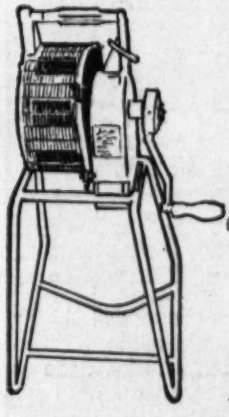
Drawback on artificial resins for agglomerated wood

PORTUGUESE *Diario do Governo*, 1st Series, No. 61, of March 13 1970, published Order No. 144/70, which authorized the import under drawback of artificial resins for the manufacture of agglomerated wood with one or more layers of pulp.

Import duties will be refunded according to the weight of resin used and the percentage refund will be fixed by a Ministerial decision. Any remaining conditions of implementation will also be regulated by a Ministerial decision in each case.

The agglomerated wood must be re-exported within two years of import.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).



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GHANA

Import licensing and financing regulations

IN A notice published in the *Board of Trade Journal* of March 18 (page 771), reference was made to an announcement by the Ghana Minister of Trade and Industries placing certain items on Open General Licence without commitment forms. Comprehensive details have now been received and are reproduced below.

Notice to Importers No. 333

'In exercise of the powers vested in him by the Imports and Exports Restriction Order, 1948 (No. 113 of 1948), the Controller of Imports and Exports hereby announces that with effect from March 12, 1970, Open General Licence No. 10 has been amended to cover the importation of the following commodities from all sources except South Africa, South West Africa, and Portuguese Monetary Area:

Customs Item Number	Description of Commodity
(a) 042	Rice
(b) 061–100	Beet and cane sugar, not refined
061–210	Beet and cane sugar, refined, cube
061–290	Other refined beet and cane sugar
(c) 022	Milk
(d) 099–048	Baby foods
(e) 013–810	Corned beef
(f) 032–011	Sardines
032–012	Salmon
032–013	Pilchards
032–019	Mackerel

Importers desiring to place orders for the above-mentioned commodities shall not require Open General Licence Commitment Forms from the Controller of Imports and Exports.

Importers are reminded that only registered importers, i.e. those who have been registered by the Trade Division of Ministry of Trade, Industries and Tourism as such, are permitted to import, in commercial quantities, any of the items on Open General Licence No. 10.

Payment terms

With effect from March 12, 1970, the mandatory 180-day credit terms will no longer apply to the importation of the following items:

Customs Item Number	Description of Commodity
(a) 042	Rice
(b) 061–100	Beet and cane sugar, not refined
061–210	Beet and cane sugar, refined
061–290	Other refined beet and cane sugar
(c) 022	Milk
(d) 099–480	Baby foods
(e) 013–810	Corned beef
(f) 032–011	Sardines
032–012	Salmon
032–013	Pilchards
032–019	Mackerel
And the following items imported from African countries:	
011–100	Meat of bovine (e.g. beef, veal)
011–200	Meat of sheep (e.g. mutton and lamb)
011–600	Liver

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

MALAGASY REPUBLIC

Global quotas

THE *Journal Officiel* of the Malagasy Republic, dated March 21, 1970, publishes details of the global import quotas for the six months commencing April 1, 1970. These are given below.

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service.

Quota No. Malagasy Republic	Description	Quotas (in French francs)
1	Milk and butter	25.000
2	Live plants and ornamental flowers. Vegetables, plants roots, tubers. Malt, oil seeds and oleaginous fruit	37,000
4	Whisky and gin	300,000
5	Sugar and confectionery, cereal preparations	13,300
6	Live animals, fish, crustaceans and molluscs. Agaragar and other mucilages and thickeners extracted from vegetable materials. Fat and oils excepting edible oils. White pepper. Preserved fish. Miscellaneous edible preparations	1,997,900
7	Tobacco, raw	500,000
	Tobacco, manufactured	625,000
8	Hydaulic cements	937,500
9	Gypsym, coal, lignite, coke. Iron, cast iron and steel, except domestic appliances. Non-ferrous metals	5,833,300
10	Petroleum products	17,500,000
11	Pharmaceutical products. Colouring matters and insecticides	766,650
12	Plastic materials	125,000
13	Rubber, tyres, inner-tubes, etc.	416,650
14	Inorganic and organic chemical products. Fertilizers. Tanning extracts except colouring matters, organic surface-active agents, dental waxes, sensitized unexposed film, sensitized exposed film. Miscellaneous products of the chemical industry except insecticides	1,343,750
15 and 16	Woven cotton fabrics. Woven fabrics of man-made fibres (discontinuous)	145,800
18	Hosiery and knitted goods	20,800
19	Domestic ware, tools and cutlery. Miscellaneous articles of base metal except storm lanterns	295,800
20	Refrigerating equipment. Industrial sewing machines. Calculating and similar machines with parts. Other consumer goods from Chapter 84. Other consumer goods (electrical apparatus) from Chapter 85	1,458,400
21	Non-electrical machinery and mechanical appliances. Electrical machinery and mechanical appliances. Railway equipment. Aircraft and flying equipment. Ships, boats and floating structures. Optical, measuring, checking, precision instruments, medical and surgical instruments	13,605,150
22	Tractors other than those mentioned below:	
	Tractors, tracked and wheeled	6,270,000
	Motor vehicles for the transport, of persons. Chassis fitted with engines for passenger carrying motor vehicles	620,000
	Motor vehicles for transport of goods. Special purpose vehicles. Chassis other than for passenger carrying vehicles. Trailers	4,800,000
	Car bodies, chassis, bare unit construction bodies and spare parts included in Tariff Nos. 87-01 to 87-03 inclusive	4,300,000
23	Motor cycles	104,150
	Cycles, motor assisted	83,300
	Cycles, not motorized	25.000
	Spare parts and accessories for vehicles included in Tariff Nos. 87-09 to 87-11 inclusive	79,150
24	Fabrics of man-made fibres (continuous)	62,500
	Products of animal origin, n.e.s., skins and hides. Wood in the rough, roughly squared, sawn. Materials for the manufacture of paper. Books, newspapers, periodicals, illustrated publications. Silk, synthetic or artificial textiles (continuous) not including fabrics. Thread or yarn of cotton. Textile thread and yarn, synthetic or artificial (discontinuous). Jute, raw or processed, not spun. Fishing nets. Hats and hat shapes, glass and glassware. Brushware	4,356,250

2. List of goods for which quotas are administered by the Provincial Department of Commerce.

A. Allocated thus:

Diego-Suarez	9 per cent	Fianarantsoa	22 per cent
Majunga	11 per cent	Tamatave	5 per cent
Tananarive	32 per cent	Tulear	11 per cent

Quota No.	Description	Quota value (French Francs)
	General Goods	100 Per cent
1	Dairy produce, butter, cheese, milk	25,000
2	Vegetables, plants, roots, edible tubers	4,150
3	Beer	20,800
4	Ordinary and sparkling wines, liqueur wines. Alcohols and liqueurs other than whisky and gin. Whisky and gin	560,400
5	Other sugars and confectionery, sugars and sweets not containing cocoa, whose c.i.f. value before customs duty is less than 400 FMG per kilo	45.000
	Cocoa and cocoa preparations. Cereal preparations excluding biscuits not containing cocoa, whose c.i.f. value before customs duty is less than 400 FMG per kilo	
6	Tea, mate and spices. Fats and oils excepting edible oils. Preparations of meat, fish and crustaceans and preparations of vegetables. Fruits or other parts of plants. Miscellaneous food preparations	377,050
15 and 16	Cotton woven fabrics unbleached weighing less than 500 grammes per square metre. Synthetic and artificial fibres. Synthetic or artificial fabrics (discontinuous). Blankets excepting those whose c.i.f. value before customs duty is less than 500 FMG per kilo	62,500
17 and 18	Clothing and accessories. Tarpaulins, sails, blinds, tents and camping goods	231,250
24	Silk. Synthetic or artificial fibres. Flax and ramie, wool, animal or horse hair	370,800

B. Allocated thus:

Diego-Suarez	13 per cent	Fianarantsoa	16 per cent
Majunga	13 per cent	Tamatave	13 per cent
Tananarive	32 per cent	Tulear	13 per cent

Quota No.	Description	Quota value (French Francs)
	General Goods	100 Per cent
20	Ventilators. Domestic refrigeration. Air conditioning and heating apparatus. Domestic sewing machines and spares. Typewriters, calculating machines, cash registers, duplicating and photo-copying machines and spares. Other consumer goods from Chapter 84. Domestic electric apparatus, batteries, domestic radio apparatus and spares. Other electrical consumer goods of Chapter 85. Lenses, spectacle frames, spectacles, binoculars. Photographic and cinematographic apparatus. Other consumer goods of Chapter 90, watches and clocks. Arms and ammunition other than for military use	3,579,150
	Spare machine parts and apparatus and products included in Tariff Heading No. 20	833,300

C. Allocated thus:

Diego-Suarez	9 per cent	Fianarantsoa	19 per cent
Majunga	10 per cent	Tamatave	12 per cent
Tananarive	41 per cent	Tulear	9 per cent

Quota No.	Description	Quota Value (French Francs)
	Miscellaneous Goods	100 per cent
9	Iron, cast iron, steel except domestic appliances. Non-ferrous metals except domestic appliances in aluminium	604,150
11	Colouring matter	108,300
	Insecticides	
12	Plastic materials	83,300
14	Tanning extracts excepting colouring matters. Perfumery, toilet and cosmetic preparations. Polishes, creams for shoes, metal polishes. Modelling clays and pastes. Albumenoidal substances and glues Explosives, and explosive powders, except matches. Photographic and cinematographic products	208,300
19	Domestic ware. Tools and cutlery. Miscellaneous articles in common metals	850,000
24	Raw vegetable materials for use in dyeing. Plaiting and carving materials, residues and waste from the food industries. Leather goods, etc. Wood and articles in wood except tropical species, esparto-grass work and wicker work. Man-made fibres (continuous) except yarn put up for retail sale. Cotton yarn put up for retail sale, tapestries, velours, waddings and felts, etc. Other made-up textile articles except blankets, jute bags, sails, blinds. Shoes and foot wear. Umbrellas; stone articles, etc. Crockery and domestic articles in porcelain and other ceramic material. Other ceramic products except crockery and household articles. Glass and glassware. Real pearls, etc. Musical instruments. Moulded or carved articles. Brushes and artists brushes, brooms, feather dusters. Toys, games, sports equipment. Miscellaneous goods	1,697,950

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288).

(Continued on next page)

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 134 *Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff*; 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

NIGERIA

Import licensing regulation

LEGAL NOTICE No. 23 of 1970, Open General Import Licence (all Countries) No. 2 of 1969 (Amendment) Notice, 1970, published in the Federal Republic of Nigeria *Official Gazette* of March 19, amends, with effect from February 20, Part A of Schedule 2 of the Open General Licence (All Countries) No. 2 of 1969 (published in the *Board of Trade Journal* of July 2, 1969, pages 61-65) by the addition of the following items:

Schedule 2
Part A – Goods (including Produce) excepted from this Licence.

	Description	Import List Group	Item No.
326	Fish fresh (live or dead), chilled or frozen	031	10
327	Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted in brine or dried, crustaceans in shell, simply boiled in water	031	30
328	Varnishes and lacquers; distempers, prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, in white spirit, in spirits of turpentine, in varnish or on other paint or enamel media; stamping foils, dyes in forms or packings of a kind sold by retail	533	32
329	Mosquito coil	599	22

The effect of this Notice is that specific import licence is now required for the importation of fish, paints, varnishes and mosquito coil into Nigeria from all countries.

MALAWI

Customs tariff changes

AN ITEM under the above heading in the *Board of Trade Journal* of April 8 (page 997) was an earlier notification from Malawi of the item on page 995 entitled 'Customs tariff amendments and imposition of surtax.'

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 506, published in the South African *Government Gazette* of April 3, contained an application to the Board of Trade and Industries for withdrawal of rebate facilities in respect of:

1. Masterbatches containing polybutadienestyrene, to the extent of full duty less 3c. per lb. for the manufacture of vulcanized tyre tread strip. Applicant: Eureka Rubber Co. (North) Ltd., Johannesburg.

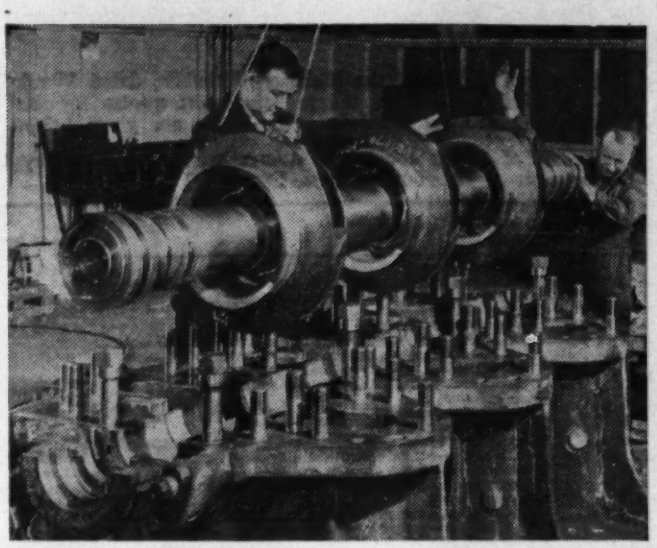
2. Polyamide film for the manufacture of electric motors and insulated electric cable and wire. Applicants: First Electric Corporation of South Africa Ltd., Knights, and Thames Wire and Cable (Pty.) Ltd., Vereeniging.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

Customs tariff changes

THE FOLLOWING changes are notified in the South African *Government Gazette* of March 26.



Picture shows the shaft of three-stage impellers being lowered into the bottom casing of a high-pressure pump at the Bedford works of Allen Gwynnes Pumps Ltd., a member company of Amalgamated Power Engineering Ltd. The pump is one of four in a contract worth just under £60,000 placed by the Electricity Supply Commission of South Africa for water supply to Eastern Transvaal Undertaking's Hendrina & Arnot power stations.

R.479: The duty on agar-agar is amended from free to 300c per kg. less 60 per cent of the f.o.b. price.

R.480: The duty on parts of certain internal combustion piston engines is reduced.

R.481: Articles of rolled precious metal and articles of base metal, or rolled precious metal, set with pearls or precious or semi-precious stones, are excluded from the provision for rebate under sales duty item 709.01.

ISRAEL

Order made for manufacture and import of hamburgers

AN ORDER signed by the Israeli Ministers of Commerce and Industry and Public Health has been promulgated giving full details regarding the manufacture and import of hamburgers into Israel.

Amendments to regulations relating to diamonds and eggs

SECTION 3A of the Control over Commodities and Services Order (Control of Diamonds) 1959, dealing with the safe-keeping, or storage, of diamonds, has been superseded by a new Order.

Section 4 of the Control over Commodities and Services (Marking of Products) Order 1950 shall be followed by:

'4A. No person shall import into Israel, nor sell or offer for sale, accept or keep, imported eggs in their shells unless the name of the country of import is marked on them in indelible ink and in Latin characters of a height not less than 2 mm.'

Changes to the Purchase Tax Order

IN THE Supplement to the Purchase Tax Order 1968, changes have been made to items 1507 and 1508 (Commercial Motor Vehicles) and items 0915 and 0999 (Stoves and apparatus comprising stoves).

(ISRAEL, *continued on page* 1056)

AIR CANADA PRESENTS A MOVING LITTLE TALE FROM HONDA, ENTITLED:

"The fluctuating spare parts syndrome."

Or, how to get an overhead camshaft from Tokyo to Nottingham before Buttercup Smith bursts into tears.

The story so far:

Honda, the large Japanese car and motorcycle manufacturer, is so successful at home that it has to expand. It bursts on to the UK market.

Clearly, a large-scale export operation requires a highly efficient spare-parts supply system. So resourceful Honda sets up in advance a large spare-parts stock centre in Nottingham.

Of course, demands are unpredictable, stock supplies fluctuate. So, as soon as any line reaches a minimum stock level, Honda instantly orders fresh supplies from Japan.

Speed is vital, but air freight all the way is unprofitable. That means sea-air transport. Most sea-air services' costs are high, and take too long to deliver.

How can Honda move spare parts from Japan to London more efficiently?

There's only one way. Now read on:

Air Canada to the rescue!

In 1967 a friendly source tells Honda about Air Canada's sea-air freight. The cheapest way to get goods from Japan to London in a hurry is by fast boat to Vancouver, and then by an Air Canada DC8 jet straight to London. That way Honda knows to the hour when to expect delivery. Air Canada sea-air freight is faster than surface transport, cheaper than air. And faster than all other sea-air freight carriers. Just 15 days from Japan to England.

Honda spare parts are carried on ship in Air Canada's own sealed sea-vans, and in palletised packages in the air. No pilfering, no damage. That means lower insurance rates. First saving.

Air Canada transports the goods from Vancouver dock to Vancouver airport. No wharfage or cartage charges. No damage Second saving.

Air Canada's freight rates on the Yokohama-London run are the cheapest available. That also means less duty and purchase tax. Third saving, fourth saving, fifth saving.

All in all, Honda started to save about £2 per hundred pounds weight of freight.

But Honda saw other advantages, apart from money savings. Time savings. Vancouver is two days' less sailing time from Japan than any major American port. In fact, it is the first port of call in North America. So Air Canada freight is loaded last, unloaded first (less handling), and gets airborne two days sooner than any other Orient-Europe sea-air freight cargo.

Conclusions:

Now Honda use Air Canada sea-air freight for most stock replacements. And Buttercup's eyes are quite dry.

If this story has moved you, don't delay. See your cargo agent now to find out more about the *fastest* way to move stock from the Orient to Europe. Or ring Air Canada. Then you, too, can live happily ever after.

AIR CANADA

20 Grosvenor Hill, London, W1. 01-759 4761 · St. Andrew House, 60 Sauchiehall Street, Glasgow, C2. Prestwick 79822 · Manchester: 236 8882/3 · Birmingham: 021-643 1624 · Leeds 20628

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Telephone: 01-600 8431. Ask for Graham Curry

AUSTRALIA'S LARGEST BANKING ORGANISATION

Liberalization of imports

THE FOLLOWING items have been added to the Israeli list of commodities for which import licences are issued without restriction as from March 1, 1970.

Tariff No.	Description of goods	Customs Duty	Purchase Tax
Israel			
	Moulding compounds:		
39.01.1060	Melamine	45% but not less than IL. 1·12 per kilo	Exempt
39.01.1070	Urea Formaldehyde	50% but not less than IL. 0·77 per kilo	Exempt
	Bakery equipment:		
84.16.4010 84.17.7090	Dough-raising machines	25% but not less than IL. 2.400 per ton	Exempt
84.30.2030	Other machinery used in the bakery industry		

Inquiries about these notices from British exporters should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Liberalization of imports

THE FOLLOWING amendment has been made to the Supplement to the Free Imports Order 1968 of goods which can be imported into Israel without a special permit:

Item 70.20.3000 shall be superseded by:

'70.20.3000 Plates, sheets, foil, strip and bands, whether in the shape of sleeves or not, of the kinds:

3010 Adhesive without any detachable protective layer;

3029 Made of glass fibres mixed with plastic materials, of a thickness not exceeding 1·3 mm.'

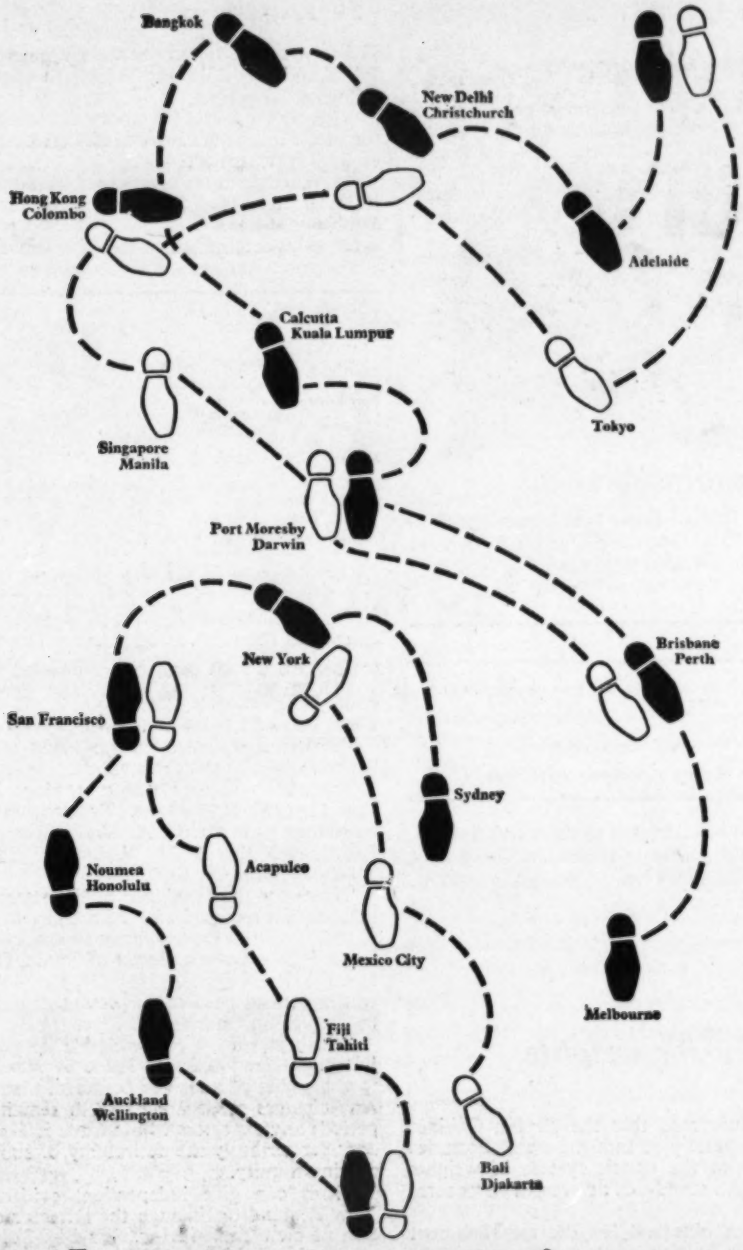
Inquiries about this notice from British exporters should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

(*Continued on page* 1058)

Seen here in London for the signing of the agreement for the building of a £50 million oil refinery in Newfoundland are: Standing (left to right), Newfoundland Cabinet Ministers, John Nolan, Edward Roberts and William Rowe; Attorney General of the Province, Leslie R. Curtis; and E. C. Fitzsimmons, of merchant bankers, Kleinwort Benson; seated (left to right), chairman of Procon, Malcolm D. Gilchrist; chairman of the Newfoundland Refining Co., John M. Shaheen; Premier Joseph R. Smallwood of Newfoundland; and W. C. Baldock, a director of Kleinwort Benson.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*



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Direct flights to Brisbane, Darwin, Perth, Sydney (and Melbourne from July 1st)

SYRIA

Commercial agency requirements

IT IS understood that the Syrian Ministry of Commerce are enforcing Decree No. 151 promulgated in 1952 which requires all firms acting as agents for foreign firms to be owned 100 per cent by Syrian nationals.

Purely Syrian agents are not, therefore, affected by these latest measures, but some firms which have previously not complied with regulations are having agency registrations cancelled.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 477).

IRAN

Import and export regulations

ADVANCE INFORMATION about the Iranian Import and export regulations for the year March 21, 1970 to March 30, 1971, have been received. An English version has not yet been produced. The following amendments to the Regulations are, however, available:

Tariff No.	Description
292-H-1	Specialized medicaments: Import conditions and customs duty as before, but Commercial Benefit Tax reduced from 10 per cent to 6 per cent
419-D	Other papers of natural colour, white or dyed in the mass, not elsewhere specified or included: As before but prior approval of Ministry of Economy required
429	Paper bags, sacks, cornets and pouches: As before, but prior approval of Ministry of Economy not required

Inquiries about this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

CEYLON

Change to metrication for weights and measures

THE BOARD OF TRADE has been informed that the Ceylon Cabinet has approved a proposal by the Ministry of Industries and Fisheries that Ceylon should change over to the metric system of weights and measures in place of the British standards at present in general use.

Cabinet approval has also been obtained for the establishment of a Metrication Board, within the Bureau of Ceylon Standards, to draw up a time table to implement the change.

NEW ZEALAND

Cancellation of customs tariff inquiry

THE NEW Zealand Tariff and Development Board inquiry into the possible addition to Schedule A of the New Zealand/Australia Free Trade Agreement of perforated or cellular sheets, etc., of high carbon or alloy steel (Tariff Items 73.15.64 and 73.15.73) which was to have taken place on Thursday, April 2, 1970, at 10.30 a.m. has been cancelled. Details of this inquiry were published in the *Board of Trade Journal* of January 7, 1970 (page 70) and March 4, 1970 (page 623).

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 16678/G.

Tariff inquiry into certain electrical equipment

THE MINISTRY of Industries and Commerce has asked the New Zealand Tariff and Development Board, to inquire into and report on the following questions:

(a) Whether audio-frequency electric ampliers, 20-90 watts output, for use in integrated high-fidelity stereo systems should be determined under Tariff item 85.14.04.

(b) Whether radio tuners, 525 kHz-1605 kHz tuning range, for use in integrated high-fidelity stereo systems should be determined under Tariff item 85.15.43.

(c) If so determined, what *ad valorem* rates should be applied.

The goods in question are covered by the following Tariff provisions:

Tariff Item	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General
New Zealand				
85.14.04	Audio-frequency electric amplifiers: As may be determined by the Minister	25%†	45%†	55%†
85.14.05	Other	Aust. 20%† Free	20%	25%
85.15.43	High-fidelity tuning units: As may be determined by the Minister	25%†	45%†	55%†
85.15.44	Other	Aust. 20%† Free	20%	25%

†Or such lower rate of duty as the Minister may in any case direct

The amplifiers and tuners in question are at present entitled to be entered at the rates of duty under Tariff items 85.14.05 and 85.15.44 respectively.

This inquiry arises from a manufacturer having requested that the goods in question be determined at the maximum rates of duty under Tariff items 85.14.04 and 85.15.43 respectively.

The Board will also include in its inquiry the question of import licensing as it affects these goods.

The public inquiry will take place in Wellington on Thursday, June 11, 1970, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Thursday, May 28, 1970.

'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms can give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' telephone: Wellington. 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 662/70.

(NEW ZEALAND, *contiuued on page* 1060)

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Turn left for the Outback, Snowy Mountains, Northern Territory, South Island, and Urewera Country.

Step into A.N.Z. Bank in Cornhill, and it's the next best thing to being in Australia or New Zealand.

Our four London offices can probably provide as many facts and figures, about investment and setting up Down Under, as you're likely to learn from a week in Sydney or chatting to a few people in Auckland.

If you find the prospects aren't what you thought, A.N.Z. Bank will have saved you a nasty vaccination stab, about three days stuck inside an aeroplane and a good bit of cash.

On the other hand, if prospects still look ripe, we'll have saved you a good bit of groundwork. And you won't waste your first week out there asking the questions we could have answered in London.

Of course, your questions may not be about the length of an oil drilling lease, the cost of air freight from Broken Hill to Melbourne or the advantages of a proprietary limited company. You may just want to know how hot it gets in Adelaide or what to tip a cab driver in Christchurch. We can answer that, too, in a little book we call 'The Business Man's Guide'. The big questions are answered in many other specific booklets, all available free.

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Cobb's coaches replaced the pack-horses that had previously carried mails to the Otago goldfields, where the gold rush in 1861 had created a new population centre. Today, New Zealand's internal mail is sorted and handled in travelling railway post office vans, as in Britain.

To maintain one of the highest standards of living in the world, we import not only British ideas, but a high proportion of manufactured goods. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on—to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank
OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)

Customs tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on January 30, 1970:

Chapter 82

Tools, implements, cutlery, spoo ns and forks of base metal: parts thereo

Number	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
82.01	Hand tools, the following: spades, shovels, picks, hoes, forks and rakes; axes, bill hooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry:				
	Axes, bill hooks and similar hewing tools:				
82.01.38	Slashers	Doz.	20%	..	45%
	Other kinds:				
82.01.41	As may be determined by the Minister	Doz.	20%†	..	20%†
82.01.49	Other	Doz.	Free	..	Free
82.02	Saws (non-mechanical) and blades for hand or machine saws (including toothless saw blades):				
	Blades for hand or machine saws:				
82.02.13	Bandsaw and toothed bandsaw strip, over 4in. in width for wood sawing	..	20%	37½%	50%
82.02.19	Other blades	..	Free	17½%	30%

†Or such lower rate of duty as the Minister may in any case direct

The following items were revoked on January 30, 1970:

82.01.38	82.01.41	82.01.49
82.02.13	82.02.19	

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Emergency Protection Authority report

COPIES OF the following New Zealand Emergency Protection Authority report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Emergency protection authority

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of pure silver and silver alloy products.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
71.05.01	Oz	Free	Free	Free
71.05.02	Oz	Free	7½%	10%
71.05.09	Oz	Free	Free	Free

The Emergency Protection Authority is required to report to the Minister by May 1, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' Tel. Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 828/69.

New Zealand/Australia Free Trade Agreement: elimination of margins of preferences on certain wines and spirits

THE NEW ZEALAND Tariff and Development Board has announced that objections have been received in respect of the reduction of rates of import duty on certain goods imported from Australia. The goods concerned are set out in the following schedule. A public inquiry will take place in the Boardroom, First Floor, Law Society Building, 26 Waring Taylor Street, Wellington, Tuesday, June 9, 1970, commencing at 10.30 a.m.

The purpose of this inquiry will be to hear evidence (including any further evidence submitted pursuant to this notice) on the proposed action as it affects these goods and also to consider the rates of duty and import licensing. Evidence for this inquiry should be lodged with the Tariff and Development Board by Friday, May 22, 1970.

Details of the intention to reduce these rates of duty were given in the *Board of Trade Journal* of November 19, 1969, page 1426. Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 26547/G.

Schedule

Tariff Item	Description
	Wine of fresh grapes, etc.:
22.05.02	Other sparkling wine containing not more than 40 per cent of proof spirit
	Wine (except sparkling wine) and grape must, containing not more than 25 per cent of proof spirit:
22.05.03	In bottles
22.05.04	Otherwise packed
	Wine except sparkling wine) and grape must, containing more than 25 per cent but not more than 40 per cent of proof spirit:
22.05.05	In bottles
22.05.06	Otherwise packed
	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts:
22.06.01	Vermouths containing not more than 40 per cent of proof spirit:
	Wines of fresh grapes (except vermouths) flavoured with aromatic extracts:
22.06.02	Containing not more than 25 per cent of proof spirit
22.06.03	Containing more than 25 per cent but not more than 40 per cent of proof spirit
	Spirits (other than those of heading No. 22.08): liqueurs and other spirituous beverages, etc.:
	Cordials, liqueurs and bitters, etc.:
22.09.01	Containing not more than 40 per cent of proof spirit

COLOMBIA

Customs tariff modified on light aircraft imported CKD

RESOLUTION No. 004 of November 6, 1969, established a new customs duty of 5 per cent *ad valorem* for knocked down (CKD) light aircraft assemblies falling within heading No. 88.02 B II c which are imported by properly licensed firms engaged in the assembly of light aircraft.

The new duty rate will apply only in respect of machines destined for use by the public transport service or for teaching and training purposes.

(*Continued on next page*)

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA,' published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

Noraini may not know much about import duties...

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The Chartered Bank, with its subsidiaries and associates, forms the largest British banking group in the East, where it has operated for more than a century. Each office is a local bank, whether in the Middle East or Asia, or in Europe or America. Each too is an international bank, keeping its expert knowledge readily available to the other members of the group. As a result here in the United Kingdom we can offer an unrivalled information service covering export and investment opportunities abroad.

We have an efficient Trade Promotion Department specialising in services to the exporter. If these services interest you please contact any of our branches in London, Manchester or Liverpool.

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COLOMBIA, *continued*

Changes in prior deposit rates

THE FOLLOWING information has only recently been received. Resolution No. 71 of November 26, 1969 introduced the following reduced rates of prior import deposit.

Tariff No.	Description	Rate of deposit
Colombia		
48.01	Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets:	
B	Printing, writing and drawing paper:	
II	Paper to be used for printing shares, bonds and other documents of title, containing at least 50 per cent of rag pulp and having at least 10 watermarks per metre	30%
83.07	Lamps and lighting fittings, of base metal, and parts thereof, of base metal (excluding switches, electric lamp holders, electric battery or magneto lamps, and other articles falling within Chapter 85, except heading No. 85.22):	
B	Miners' safety lamps	1%

Resolution No. 68 of November 19, 1969, amended the rate of prior import deposit on certain assembled and CKD motor vehicles and chassis falling within tariff headings 87.02 and 87.04 respectively.

Establishment of temporary customs free zone

COLOMBIAN Ministry of Finance Decree No. 1823 of November 4, 1969, established a temporary Customs Free Zone for the purposes of the VIII International Fair to be held in Bogota July 10-26, 1970. The zone will be in operation from May 27, 1970 until January 26, 1971.

Inquiries about the above notices may be addressed to Export Data Branch, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

GUYANA

Consumption taxes on 36 classes of goods

THE GUYANA Consumption Tax Order 1970 provides for the imposition of consumption taxes at various rates on 36 classes of goods. The taxes apply to both imported and locally manufactured goods.

Details of the rates of tax and classes of goods involved may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474/476) to hom winquiries should be addressed.

ECUADOR

Amendment of prior import duty deposit rates

WITH EFFECT from January 23 the Ecuadorean Monetary Board increased the rates at which prior deposits towards duties must be made when importers apply for an import licence. The rates were raised from 15 to 40 per cent on List I items, and from 70 to 80 per cent on List II.

CHILE

Import liberalization policy

A SERIES of amendments, further to those announced in the *Board of Trade Journal* of March 18, 1970, were made recently to the Chilean Customs Schedule; rates of duty have been altered on a wide range of goods but it should be noted that the following remain unaffected:

Chapter 22	Beverages, spirits and vinegar
Chapter 24	Tobacco
Chapter 31	Fertilizers
Chapter 33	Essential oils and resinoids; perfumery, cosmetics and toilet preparations
Chapter 37	Photographic and cinematographic goods
Chapter 43	Furskins and artificial fur; manufactures therof
Chapter 65	Headgear and parts thereof
Chapter 71	Pearls, precious and semi-precious stones, precious metals, rolled precious metals, and articles thereof; imitation jewellery
Chapter 74	Copper and articles thereof
Chapter 76	Aluminium and articles thereof
Chapter 88	Aircraft and parts thereof; parachutes; catapults and similar aircraft launching gear; ground flying trainers

There have also been new additions to the Permitted Import List and the goods concerned come within the following categories:

Chapters 73-83	Base metals and articles of base metal
Chapter 84	Boilers, machinery and mechanical appliances; parts thereof
Chapter 85	Electrical machinery and equipment; parts thereof
Tariff No. 87.10	Cycles (including delivery tricycles), not motorized

In addition general reductions have been made in certain rates of prior deposits. Details are as follows:

Old rate	*New rate*
90 per cent	50 per cent
60 per cent	30 per cent
30 per cent	15 per cent

British firms requiring information about these changes should specify the products in which they are interested and address their inquiries to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

UNITED STATES

Motor vehicle safety standards: definition of mobile homes

THE UNITED STATES National Highway Safety Bureau has concluded the differences between mobile homes and cargo and travel trailers are significant enough to warrant the publication of a definition covering mobile homes only.

Accordingly, with effect from March 31, 1970, the following definition of mobile structure trailers has been adopted:

'mobile structure trailer means a trailer that has a roof and walls, is at least 10 feet wide, and can be used off-road for dwelling or commercial purposes.'

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), reference FR 31.3.70.

Fair packaging and labelling act

THE UNITED STATES Federal Trade Commission has under consideration a proposal to exempt Christmas tree ornaments and vacuum cleaner replacement bags packaged and labelled for retail sale, from certain of the labelling requirements of the regulations issued under the United States Fair Packaging and Labelling Act.

Interested persons are invited to submit written comments with the Secretary of the United States Federal Trade Commission by Tuesday, June 2, 1970.

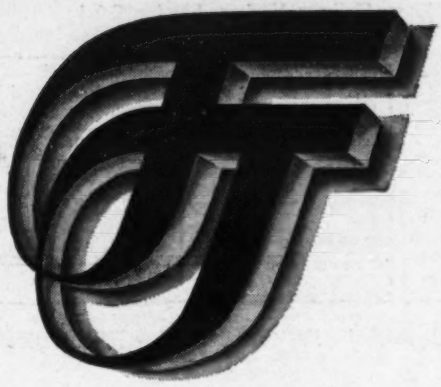
Further details may be obtained from the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). (Ref. FR 3.4.70.

Hearing on tyres and rims rescheduled

THE *Board of Trade Journal* of March 25, 1970, gave notice of a public hearing arranged for April 7 and 8 to discuss proposed motor vehicle safety standards for tyres and rims for use in multi-purpose passenger vehicles, trucks, trailers, buses and motor cycles.

The United States National Highway Safety Bureau has now rescheduled the hearing to June 1 and 2, 1970. (Reference FR 31.3.70.)

(UNITED STATES, *continued on* 1064)



Thomas Tilling Limited

	1969 £ millions	1968 £ millions	1967 £ millions
Sales	**189.65**	161.14	141.46
Group Profit before Interest and Tax	**12.81**	11.41	9.69
Group Profit before Tax	**10.25**	9.58	8.15
Profit after Tax and Minority Interests	**4.84**	4.67	3.98
Ordinary Dividend	**17%**	16½%	16%

Sir Geoffrey Eley in his Review of 1969 reports:

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- **Particularly good results from glassware (Jobling), publishing (Heinemann), electrical wholesaling (Newey & Eyre) and textiles (Pretty Polly).**
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UNITED STATES, *continued*

Child seating systems safety standard published

THE *Board of Trade Journal* of February 7, 1969, announced proposals of the United States Federal Highway Administration for a new motor vehicle safety standard which would specify minimum requirements for child seating systems for use in passenger cars.

After consideration of all the comments received, the Federal Highway Administration has published a new standard number 213 which applies to child seating systems for use in passenger cars, multi-purpose passenger vehicles, trucks and buses.

This standard becomes effective on January 1, 1971.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) ref. FR 26.3.70.

Motor Vehicle lighting: Time extension for comments

THE *Board of Trade Journal* of January 14, 1970, gave notice of proposed amendments to standard 108 relating to motor vehicle lighting devices and equipment.

The closing date for submitting comments on the proposed amendments has now been extended to July 1, 1970.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) ref. FR 26.3.70.

Re-codification of motor vehicle safety regulations

AS A result of reorganization within the United States Department of Transportation, with effect from March 22, 1970, the National Highway Safety Bureau has been removed from the Federal Highway Administration and has been established as a separate operating administration within the department.

Title 49 of the United States Code of Federal Regulations has been amended by minor changes and by re-designating the motor vehicle safety regulations as follows:

New part number (United States)	Old part number
551	351
553	353
555	355
567	367
569	369
571	371
575	375

(Reference FR 26.3.70)

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Cyclamates for persons under medical supervision

THE *Board of Trade Journal* of February 25, 1970, gave notice of a ruling of the United States Commissioner of Food and Drugs that cyclamate-containing products should still be made available to persons under medical supervision on a non-prescription drug-labelled basis.

The Commissioner of Food and Drugs has now published guidelines defining the conditions under which such products may be marketed.

Inquiries should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456 and 457) ref. FR 24.3.70.

Mandatory safety standards for underground coal mines

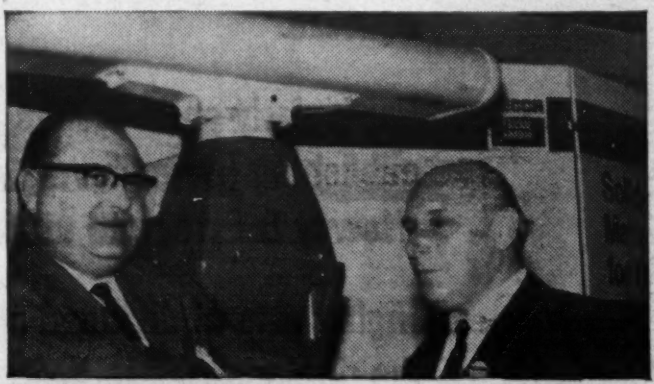
NEW REGULATIONS regarding the Mandatory Safety Standards in Underground Coal Mines in the United States have been published, with effect from March 30, 1970.

Details may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, W.C.1 (Tel. 01-222 7877, Ext. 2404) (Ref. FR 28.3.70).

Foreign assets control regulations for dried eggs

QUOTAS HAVE been established for the importation of dried eggs from the United Kingdom into the United States.

Limited details may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7787, Ext. 2404) ref. FR 26.3.70.



Mr. P. Edge (left), managing director of Offshore Charters Ltd. and of Kingfisher Charts Ltd., Grimsby, discussing Decca's new RM 914 radar with Mr. C. L. Tayler, the company's sales director, at the Royal Festival Hall. The occasion was a presentation of new radars to 400 shipowners, government representatives, naval attaches and overseas visitors. Over 250 RM 914/916 radars were ordered in their first month, stated Mr. Tayler, Of these, 96 per cent were for export to 13 countries.

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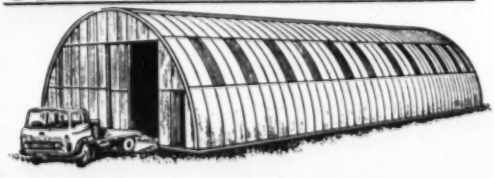

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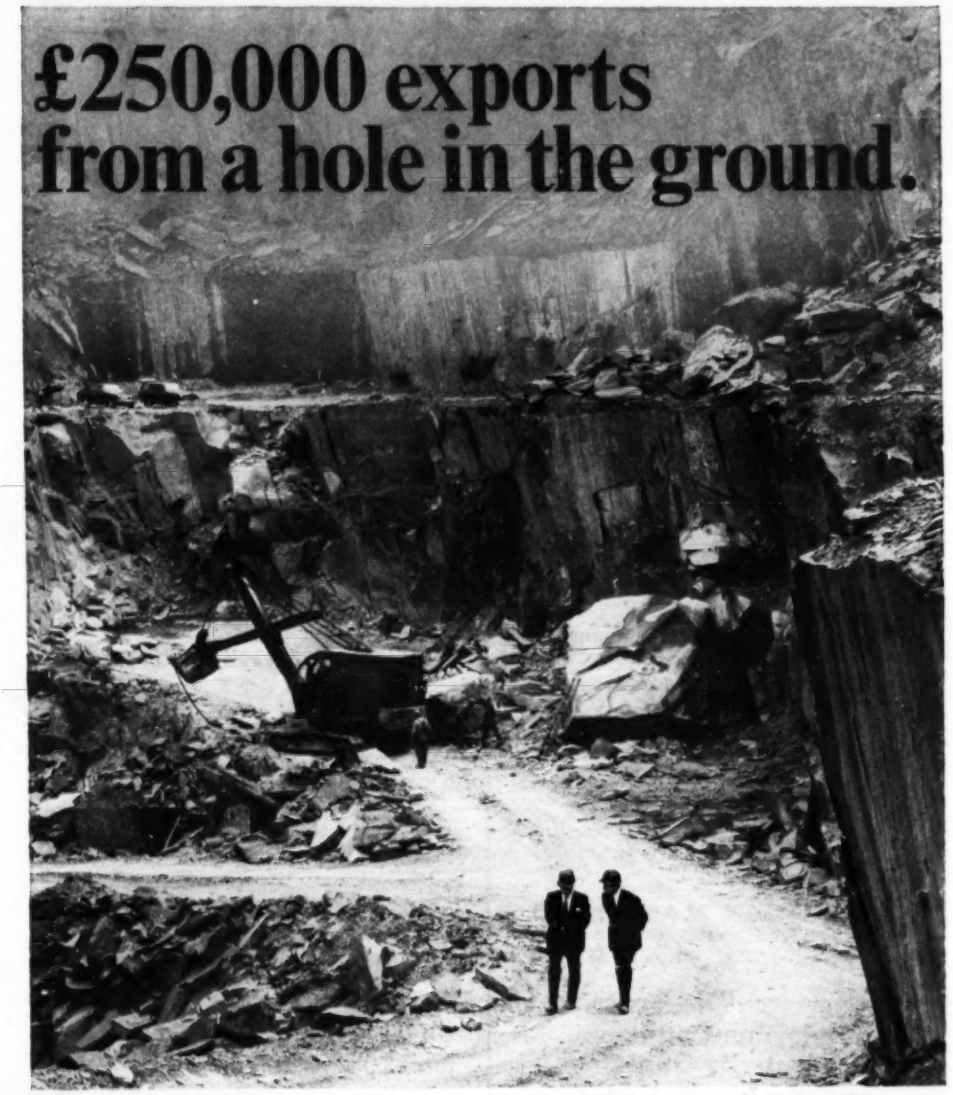

Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks—and can also help you to reduce the cost of export finance. Get the full run-down from your local ECGD Manager. Contact him this week.

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